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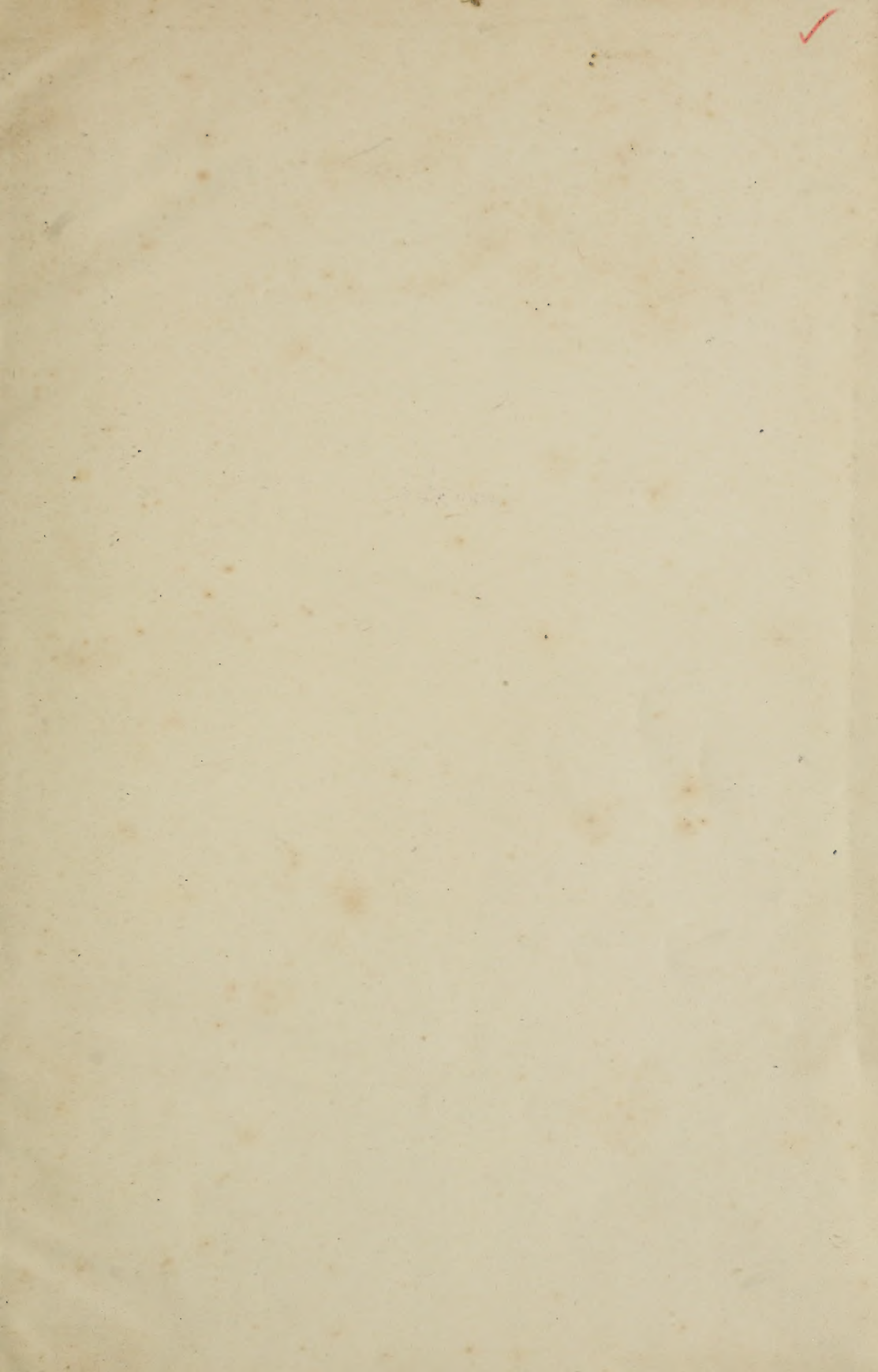
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The Coast Review.

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DEVOTED TO

ALL KINDS OF INSURANCE THAT INSURES.

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Publisher's Notice.

Subscriptions may begin with any number in the year. Unless otherwise ordered, the subscription will begin with the current month.

Discontinuances.—By request of many subscribers, subscriptions are discontinued only on receipt of instructions to that effect.

Addresses.—Post-office boxes or street and number should be included in the address.

Changes (or errors or discontinuances) should be reported to the publisher. Notice of former address should accompany notice of new address.

Advertising Rates are reasonable. Every agent on the Pacific Coast receives the Coast Review regularly or occasionally.

Newspaper Clippings, Circulars, Etc.—Readers are requested to send us court decisions, brokers' circulars, assessment literature, company prospectuses, and newspaper clippings relating to insurance.

Correspondence is solicited and will be carefully edited. Local agents and field men will find these columns a serviceable medium for the interchange of views on current topics.

Sample Copies will be sent to any address, free. Managers are requested to send us the names of new local agents, to whom sample copies will be mailed.

Communications, Etc., for publication, or suggestions or inquiries, should be addressed Editor Coast Review.

Business Letters should be addressed to the Publisher.

Australasian Subscriptions.—Subscriptions in Australia and New Zealand may be forwarded to W. H. Rowsell, 4 O'Connell street, Sydney, N. S. W.

Digest of Latest Insurance Decisions.

Fire.

CARRIER AND WAREHOUSEMEN.

Minneapolis, St. P. & S. S. M. Ry. Co. v. Home Ins. Co., Minn. S. C.—In an action on the policy the bills of lading fixing the liability of the plaintiff to the shippers as carrier and warehouseman are the measures of defendant's liability to the plaintiff, and cannot be varied by parol evidence. In an action to enforce rights dependent on a written contract, although the suit be between strangers to the instrument, or between a stranger and one of the parties to the contract, the rule against varying a written instrument applies. A liability incurred by the plaintiff on a collateral contract to procure insurance on the property of shippers is not a liability as carrier or warehouseman, within the meaning of the policy. 56 N. W. Rep. 815.

LIMITATION.

The Buckstaff Case, Neb. S. C.—Policy provided no action should be maintained unless brought within six months of the fire, and by another clause it was stipulated that the loss should not become

payable until sixty days after proof of loss. Held, that a suit may be brought within six months from the expiration of the sixty days.

VACANCY.

Tenant partly moved out the day before the fire, leaving in the building a portion of his furniture. Held, that the premises were not vacant or unoccupied, within the meaning of the policy. 56 N. W. Rep. 696-97.

COULD NOT READ ENGLISH.

An insured, who could not read the English language, will not be allowed, in the absence of fraud, to testify that when he signed an application for insurance, agreeing to keep his books in an iron safe, that he was not questioned on the subject, and that it was filled up by the agent of the company, who did not read the answers and questions to him. 18 S. E. Rep. 191.

BUILDERS' RISK.

Phoenix of London v. Franklin Brass Co., Fed. C. C. A.—A policy of fire insurance for a builder's risk on a factory and its machinery provided that assured, as soon as they were ready to begin manufacturing, should notify assurers, and the rate should be adjusted, and that the policy should be void if the premises were used so as to increase the risk. The disputed questions on the trial were whether the building was completed and the machinery used before the fire, so as to avoid the policy. Held, that clear instructions should have been given that an actual beginning of manufacturing, without notice, or readjustment of the rate, would avoid the policy, and that a use or occupancy beyond the ordinary hazard of builders' risks, and without notice, would do likewise; leaving to the jury the questions whether there had been a commencement of manufacturing without notice or readjustment, and whether there had been an increase of the risk without notice or consent. 58 F. R., 166.

APPRAISEMENT.

Doying v. Broadway Ins. Co., N. J. C. E. and A.—By the terms of an agree-

ment, an umpire was authorized to act, in appraising a loss by fire, only in case of disagreement between the appraisers, and only on matters of difference. The appraisers, together, examined the damaged goods, and then one offered to the other to appraise the loss at 50 per cent of the amount insured, and the latter refused. After that, the appraiser first named, in bad faith, prevented any further meeting of the appraisers. Held, that the other appraiser and the umpire had the authority to make a valid appraisal. 27 A. R., 927.

BUILDERS' POLICY.

Sturm v. Boker, U. S. S. C.—Under a policy running to a bailee, "for account of whom it may concern," any persons whom the bailee intended to be insured thereby may recover their interest, in the event of loss, if he was authorized to insure for their benefit. Hooper v. Robinson, 98 U. S., 528, followed. 14 S. C. R., 99.

CONTRACT—CUSTOM.

Michigan Pipe Co. v. North British & Mercantile Ins. Co., S. C. Mich.—Plaintiff's agent, M., on June 28th, ordered S., an insurance agent, to write up a certain amount of insurance for plaintiff, mentioning no companies. S. told M. that he wished to place the insurance in companies which he (S.) represented; that some of his lines were full, but that some policies would expire July 1st; that he expected to get the agency for other companies, and expected to place some of the insurance in these companies; and that, as he wanted to get the insurance into his next month's report, he would not write up any till the 1st of the month. Held, that there was evidence to support a contract for insurance to begin as late as July 3rd, at which time S. distributed the insurance, and wrote up the policies.

In order to make a binding contract for insurance, it was not necessary that anything should have been said about the rate of insurance, or the time the insurance was to run, it appearing that the rate for the class of property was a fixed rate; that the usual term was a year; and that

M. had for five years dealt with S. for the parties interested in plaintiff company, and had insured with S. for them to the extent of \$50,000 to \$100,000 annually, and knew the rate and the usual term. 56 N. W. R., 849.

UNPAID PREMIUM.

Union Cent. Life v. Pauley, A. C. Ind.—While a contract of life insurance may exist without payment of the premium or delivery of the policy, the proof must be strong to establish such contract.

Where the premium for a life insurance policy is not paid, and the insurance agent has not waved payment except as to one-half thereof, the fact that he wrote the applicant that "your policy" has arrived is not equivalent to its constructive delivery, but the language used means simply that the policy written for the applicant had come.

A life insurance agent, who has several times notified the applicant of the arrival of the policy, does not waive the payment of the premium by his failure to specially urge the applicant to make the payment. 35 N. E. R., 190.

PREMIUM—AGENTS.

Conway v. Phoenix Mutual Life Ins. Co., C. A. N. Y.—Where a policy provides that no agent "can alter, modify or waive any of the terms or conditions of this policy," and "that if any subsequent premium hereon be not paid when due, and a separate receipt, signed by the president or secretary of this company in each case, given therefor, then this policy shall cease," the general agents of the company, without its consent, cannot extend the time for paying premiums.

Where such agents, under a custom in their office, of which the company has knowledge, are at liberty, not to make any new agreement as to time for payment of premiums, but to accept payment after they are due, and thus waive the right to declare a forfeiture, provided that at the time the conditions have not been changed by an alteration in the health of the insured, and they extend the time of payment of a premium by the insured, the risk is on him, that, pend-

ing the delay granted by the agents, he may change in health or die, and his insurance be lost; and, in case of his death before payment, the policy is forfeited. 35 N. E. R. 420.

SUICIDE—INSANITY.

Connecticut Mutual Life Insurance Co. of Hartford v. Akens, U. S. S. C.—An exemption of: "Suicide. The self-destruction of the assured, in any form, except upon proof that the same is the direct result of disease or of accident occurring without the voluntary act of the assured,"—does not prevent liability for an intentional self-killing when the reasoning faculties are so far impaired by insanity as to be incapable of understanding the moral character of the act, even though appreciating its physical nature and consequences.

The word "disease" being unrestricted by anything in the context, includes disease of mind as well as of body. 14 S. C. R. 155.

Accident.

Trippe v. Provident Fund, N. Y. C. A.—Where policy provides that "failure to give notice within ten days from date of either injury or death" shall invalidate all claims under the policy, the ten days do not begin to run until the fact of death, and the circumstances under which it occurred, have been ascertained.

The insurer waived the condition requiring notice within ten days by retaining, without objection, a notice of the accidental death of the insured, given more than ten days after such death, and a subsequent notice from the administrator of insured; by furnishing the necessary blanks for proof of loss; by retaining, without objection, the proofs made in compliance with the terms of the policy. 35 N. E. R. 316.

Life.

INSURABLE INTEREST.

Trinity College v. Travelers' Ins. Co., N. C. S. C.—Where no ties of blood or marriage exist, one can have an insurable interest in the life of another only when he is a creditor of or surety for such other; and a policy of life insurance pro-

cured by a religious society, supported largely by voluntary contributions, on the life of one of its members, is void as a wagering contract. 18 S. E. Rep. 175.

Where a policy of insurance is taken by a married woman on her own life for the benefit of her husband, and she pays the premiums out of her separate estate, the husband's interest in the policy on her death is purely equitable, and the insurance company cannot be charged as the husband's trustee or garnishee at the suit of his creditors. 35 N. E. Rep. 100.

The Buyer & Reich Claim.

For the past few days the Buyer & Reich case has been "tried" in the daily newspapers of San Francisco. The claimants have caused to be printed, at so much per line of course, columns on columns of scandalous misrepresentations of the insurance companies. Buyer & Reich have posed as the victims of a conspiracy to defraud them by forcing them into bankruptcy. The San Francisco underwriters were foolishly charged with a design to delay the settlement of the loss until the new year, in order that it might not reduce their "contingent." This could not be true of the managers who are paid salaries, and it is not true of the agents who are paid commissions, for until the claim is adjudicated or abandoned it must be treated as a possible liability of the business of 1893.

Early in "the fight" the Guardian of London and the Prussian National of Stettin made a bid for the business of the disgruntled—creditors and others—by paying their pro rata of the excessive claim of the insured firm. The remaining offices on the risk continued to maintain their firm stand for the right, despite this defection.

Finally, driven desperate by the failure of threats and newspaper abuse and the published falsehoods and cunning misrepresentations of their paid attorneys, Buyer & Reich and their creditor allies started a boycott, which is unlawful, and in this instance is peculiarly audacious.

A list of the resisting companies was

printed, and merchants and others were invited to cancel their risks in such companies and substitute for them the policies of companies not on the Buyer & Reich risk. These court-avoiding claimants and their creditor abettors entertained so low an opinion of underwriting honor that they believed that the "outside" companies would cheerfully stab their friends in the back by writing policies to take the place of those canceled because of the resistance of an excessive claim.

The San Francisco board of trade which is merely a collection agency, was successfully appealed to by the dishonest claimants. This whole disgraceful newspaper onslaught has apparently been aided and abetted by the creditors of Buyer & Reich, who probably believe that the only way they can collect their money is by "bulldozing" the insurance companies into the payment of a sum largely in excess of the actual loss.

The board of trade collection agency or some other agency working in behalf of the claimants and their creditors, succeeded in instituting the boycott. Merchants here and there, inconsiderately or through pressure brought to bear by creditors, or perhaps because a fellow feeling made them wondrous kind, ordered the cancellation of their policies in the "offending" companies.

The Coast Review will endeavor to procure the names of these boycotters for publication, for by their action they are encouraging arson and fraudulent claims by others. Underwriters should be warned against these boycotters, for in the event of a fire on their own premises they may present exorbitant or dishonest claims. These boycotters, by their action, openly avow sympathy with men who dare not trust their case to the courts, but who are seeking by a blackguarding newspaper fight to make the underwriters pay more than the actual loss.

But are these boycotters any worse than the underwriters who desert their fellows and who knowingly write policies substituted for policies canceled because of the resistance of a notoriously exorbitant

claim? Are not boycotters and "substituters" equally guilty of encouraging dishonest claims and incendiary carelessness? We leave these questions for the underwriters to answer.

The fire underwriters of San Francisco, in view of this mischievous and contemptible boycott and its pernicious example, determined to take decisive action in the matter. If the interested merchants of San Francisco and their sheep followers will not allow the fire underwriters to investigate claims thoroughly, nor allow underwriters to refuse to pay exorbitant claims lest creditors suffer, there is an end to profit and to reasonable rates. It will no longer be safe to write San Francisco business.

There are doubtless many incendiary-minded men in financial difficulties who could afford to be "careless" with lights, matches, etc. The moral effect of the resistance of the Buyer & Reich claim has doubtless been far-reaching, and while it will reduce the number of Coast fires, it will increase the number of Coast failures. It is notice "to all whom it may concern," that the insurance companies are not paying exorbitant claims, nor neglecting to investigate suspicious fires—not in these hard times, whatever the companies may have done in the halcyon days of the past.

If to-morrow the insurance companies should receive satisfactory evidence that the Buyer & Reich claim is all right they would have to defer payment until the courts decide to whom the insurance money shall be paid. A creditor of Buyer & Reich, Simon Fleischer of Philadelphia, brought suit of attachment against the interested companies, on the 16th of December, in the court of common pleas No. 1 of the county of Philadelphia. It is a significant fact that on the day before the papers in this attachment suit were filed in Philadelphia, Buyer & Reich in San Francisco made an assignment to Daniel Meyers and the London, Paris and American bank, on a claim for \$65,000 money lent, which the embarrassed firm were unable to pay.

It is even more significant that it is reported that on the day before the fire these San Francisco creditors pressed Buyer & Reich for a settlement of their indebtedness, with a threat of "shutting them up" if the amount due was not paid immediately.

Resolutions Adopted by the Fire Underwriters.

SPIRITED PROTEST AGAINST BOYCOTTS AND BLACKMAILING METHODS — FORTY-THREE OFFICES SIGN AN AGREEMENT NOT TO SUBSTITUTE THEIR POLICIES FOR THOSE CANCELED BY BOYCOTTERS. TWO OFFICES WILL SIGN CONDITIONALLY — THE PRUSSIAN NATIONAL AND THE LANDERS COMPANIES REFUSE TO SIGN THE AGREEMENT.

Recent insurance losses, such as the Buyer & Reich, the Merced woolen mills, and several others, have been of such a nature, as regards the unconscionable extent of the claim or otherwise, that the underwriters have been alarmed, and they now fear a succession of fires and unjust claims growing out of the prevailing business depression.

Always alert in the investigation of losses, the underwriters have nevertheless suffered themselves to be imposed upon by dishonest claimants, rather than pay the expenses or incur the prejudice of litigation. In these days of business failures, when a fire may save a dishonest man from bankruptcy, the underwriters have need to be doubly cautious. They must not only thoroughly investigate every fire, but must be prepared to resist excessive and dishonest claims to the court of last resort, in the face of paid newspaper misrepresentations and the conspiracies of the creditors of the insured.

At a recent meeting of the fire underwriters of San Francisco strong and timely resolutions were passed, setting forth the need of a complete investigation of every fire and of the books and papers of the claimant, not only for the protection of the underwriter, but also for the protection of the public. The general public can not be too often informed that fire insurance rates are based on fire insurance losses: and the payment of fraudulent

claims multiplies fires and increases the insurance rates. Fire underwriters throughout the United States are incurring extraordinary losses, many of which are believed to be of incendiary origin. To pay these losses without a complete investigation, or to pay them in deference to mere clamor or because of \$200 per column newspaper "opinion," would be foolish, wicked, suicidal.

The underwriters protest against any boycott of companies which "maintain their legitimate right to fully investigate the validity and justness" of claims, and they declare they will not substitute a policy for any policy canceled in hasty resentment of such deliberate investigation or in a boycotting spirit. Every honest man who gives this subject due thought will uphold the companies in this resolution, and sympathize with the American spirit which protests against boycotts of any kind and a creditors' boycott in particular.

The Underwriters' Resolutions.

WHEREAS, Underwriting is a business which has been established for centuries upon well-defined lines of honesty, integrity and fair dealing between the assured and the insurer, and

WHEREAS, Experience has shown that underwriters should in all cases, not only for their own protection, but for the protection of the public, make thorough and complete investigation of all fires and examination of all documents before settlement, and

WHEREAS, The rights of each party to the contract are clearly, distinctly and plainly set forth in the policy itself, and

WHEREAS, Of all classes of men engaged in business there is none which so seldom applies to the courts for protection in its rights as underwriters, having regard to the magnitude of the interests concerned.

Resolved, That we view with concern the tendency to use the columns of the daily press for the purpose of manufacturing a popular prejudice against investigation by underwriters before payment of losses.

Resolved, That we recognize the necessity for a full investigation into the circumstances and conditions surrounding claims for fire loss as the only means of protecting underwriters against fraud and the honest insurer against consequent excessive rates.

Resolved, That we protest against any boycott of companies who maintain their legitimate right to fully investigate the validity and justness of such claims, and that we will decline to substitute our policy for another which has been or is to be

canceled with the object of coercing a fellow-underwriter into abandoning an investigation into any loss, and that we will to the best of our ability prevent such cancellation, and explain to the business community that by such course they are lowering the standard of business morality, increasing the opportunity for excessive and dishonest claims for loss, and are actually laboring to increase their own premiums, since underwriters must charge sufficient rates to reimburse themselves for all losses, both honest and dishonest.

Agencies and Companies which Signed.

The foregoing resolutions have been signed by the following offices:

JAMES D. BAILEY—Insurance Company of North America.

BROWN, CRAIG, & Co.—Phenix of Brooklyn, American and Pennsylvania of Philadelphia, Greenwich, Svea.

BUTLER & HALDAN—Phoenix of London.
CESAR BERTHEAU—New York Underwriters Agency, United Firemen's, Farragut.

BELDEN & COFRAN—Hartford Fire.

BROMWELL, FOWLER & Co—United States Fire.

BALFOUR, GUTHRIE & Co., Geo. W. Spencer, Manager—Manchester, Caledonian, American (Newark).

GEORGE C. BOARDMAN—Ætna.

CATTON, BELL & Co.—Union of London.

E. W. CARPENTER—Royal and Norwich Union.

W. J. CALLINGHAM—Scottish Union & National.

HUGH CRAIG—New Zealand.

ROBERT DICKSON—Royal Exchange, Queen and Connecticut.

GEORGE D. DORNIN—National Fire.

W. S. DUVAL, F. C. Barkman, assistant manager—Continental.

A. G. DUGAN—Springfield.

FIREMAN'S FUND—Wm. J. Dutton, vice-president.

GEORGE F. GRANT—London and Northern.

A. R. GURREY—Western, British America, American of New York.

TOM C. GRANT—North British & Mercantile.

CHAS. D. HAVEN—Liverpool & London & Globe.

RUDELPH HERALD, JR.—Hamburg Bremen and Niagara.

THOMAS C. HINDMAN—Columbian.

HOME MUTUAL—Stephen D. Ives, secretary.

N. T. JAMES—Alliance.

CHAS. A. LATON—Palatine and Manufacturers and Builders.

WM. MACDONALD, D. E. Miles, assistant manager—London & Lancashire.

ARTHUR E. MAGILL—Home and Phoenix.

C. F. MULLINS—Commercial Union.

MANN & WILSON—Lancashire, Girard, Agricultural, St. Paul, Teutonia.

MAXWELL & BERRY—Oakland Home and Firemen's of N. J.

NEWHALL & Co., Frank J. Devlin, manager—Atlas, National of Ireland, and Boylston.

PAUL M. NIPPERT—Fire Association of Philadelphia, Reading and Granite State.

OKELL, DONNELL & Co.—Patriotic.

ED. E. POTTER—Franklin, American and Williamsburg City. "So long as this is lived up to by all of the signers hereto."

WM. SEXTON, R. C. Medcraft, sub-manager Imperial and Lion.

WALTER SPEYER—North German.

SUN OF SAN FRANCISCO—Wm. Friend, secretary.

GEO. H. TYSON—German-American.

GEO. W. TURNER—Northwestern National.

TRANSATLANTIC—G. H. Leonard and H. Danker, managers.

VOSS, CONRAD & CO.—Aachen & Munich, Glens Falls, Traders, Merchants and Union.

ROLLA V. WATT—Delaware, American Central, Pacific.

Agencies which Did Not Sign.

GUTTE & FRANK—Hamburg-Magdeburg, Magdeburg Fire. "Will sign if it is made a part of the obligations of the Pacific Insurance Union and \$1,000 penalty imposed for breach of the agreement."

H. W. SYZ—Helvetia Swiss, Baloise Fire. "Considers it a proper agreement to enter into and will sign after the 3rd of January."

WM. J. LANDERS—Guardian and Sun of London. Refused to join in the investigation of the loss; refused to contribute to the expenses; but paid on the basis of the other companies' adjusters' first report. Now professes sympathy with the agreement, but refuses to sign because it would be "inconsistent" with his payment of the loss.

FRANZ JACOBY—Prussian National.

J. N. REYNOLDS—Westchester. "Will sign when Landers and Jacoby have signed."

A Sample Newspaper Falsehood.

Some persons interested in the Buyer & Reich loss—probably the firm's or the creditors' attorneys—have caused to be printed in a local daily newspaper an announcement to the effect that the Eastern underwriters are "tired" of the Buyer & Reich case, and that "six general managers" in San Francisco have been instructed to settle. Now there is not a word of truth in this newspaper statement. Buyer & Reich or their creditors, if the statement were true, would immediately cause to be printed the names of the general agents or managers "instructed" to settle, in the well grounded belief that such publication would persuade others to pay this excessive claim, and might cause a "stampede." We refer to this newspaper falsehood because it is a fair sample of the newspaper fight waged by the howling coterie who dare not go into court with the Buyer & Reich claim.

Insurance Companies Are Not Litigious.

The fire insurance companies of the United States, according to statistics covering many years, resist less than one-half of one per cent. of their claims. The percentage of resisted claims is even less on the Pacific Coast. In the last thirteen years the fire insurance companies have paid \$50,000,000 claims on the Pacific Coast—paid promptly and liberally, with less than \$500,000 or half of one per cent. as the subject of litigation. We challenge any other corporate interest, dealing with a similar number of claims, to show an equally low percentage the subject of litigation.

In the presence of a record like this—unequaled in the generous payment of obligations—all talk of the alleged disposition of insurance companies to resist just claims is an exhibition of gross ignorance, or of willful mendacity.

Calendars Galore.

National Life of Vermont. Picture of the capitol and of Col. Ethan Allen—him of enduring fame, who said to the British commander of Fort Ticonderoga, "In the name of the great Jehova and the Continental Congress," surrender.

Continental Fire of New York. Colored lithograph of a young "Continental" firing a toy cannon. An intent spectator is a toddling baby, with hands to ears to shut out the dreadful sound.

Columbia pad calendar, by Pope Mfg. Co. of Boston. This calendar is always good. This year's is an improvement. The pad is light, convenient, and ingeniously constructed.

The C. W. Holden Insurance Agency of Boston. Pasteboard date pad worthy of complimentary mention. Every leaf contains good advice; for example: "Endowment or life insurance is not expensive; it is simply a deposit for the protection of your family or yourself." We have seen something like this in the Coast Review.

The Otey Manual is the very best.

Non-Paying Hazards.

The New England Insurance Exchange has been investigating non-paying hazards. Communications were sent to all companies having at least five years' experience in the New England field. The companies responded "in a manner exceeding the committee's fondest expectations." Twenty-six companies gave the committee the benefit of their experience on 114 non-paying hazards.

The following classes of risks were reported as being non-paying, not less than two companies reporting on each class, the committee assuming that only unsprinkled risks are embraced in these returns, and it so reports.

LIST OF NON-PAYING HAZARDS REPORTED BY TWO OR MORE COMPANIES.

A loss ratio of 60 per cent being taken as the maximum under each class in order to yield a profit.

| <i>Classes of Hazards Reported.</i> | <i>Number of Companies.</i> |
|--|-----------------------------|
| Agricultural implement factories | 9 |
| Almshouses and lunatic asylums | 3 |
| Bakeries, steam | 9 |
| Batting or wadding factories | 2 |
| Blacksmiths and hand metal workers | 5 |
| Binderies | 3 |
| Bleacheries and dye works | 9 |
| Bolt and nut works | 4 |
| Boot and shoe factories | 23 |
| Breweries | 3 |
| Candy factories | 8 |
| Canning factories, fruit | 5 |
| Carpenter and cabinet shops | 4 |
| Carriage and wagon factories | 10 |
| Car works | 5 |
| Chemical factories | 3 |
| Churches, schools, and public buildings | 7 |
| Cigar and vinegar factories | 3 |
| Cigar and tobacco factories and cigar stocks | 7 |
| Coffee, spice and drug mills | 6 |
| Cotton mills | 10 |
| Cotton warehouses | 5 |
| Country stores | 8 |
| Creameries and cheese factories | 5 |
| Cutlery factories | 4 |
| Currying shops | 13 |
| Distilleries | 2 |
| Drug stocks, wholesale | 5 |
| Drug stocks, retail | 2 |
| Electric light and power stations | 6 |
| Electric street railways | 4 |
| Farm property and country dwellings | 15 |
| Fertilizer works | 3 |
| Flour mills | 7 |
| Frame rows | 3 |
| Furniture factories | 7 |

| | |
|--|----|
| Furniture finishing and upholstering | 3 |
| Glue factories | 6 |
| Grist mills | 8 |
| Hardware factories | 7 |
| Hat factories, wool and fur | 12 |
| Hotels, town and country | 9 |
| Horse-car stables | 5 |
| Ice house buildings and contents | 8 |
| Iron furnaces and rolling mills | 9 |
| Iron foundries, stove and hollow ware | 11 |
| Jewelry factories | 5 |
| Knitting mills | 4 |
| Laundries, steam | 6 |
| Livery stables | 2 |
| Lumber yards, with or without mill exposure | 5 |
| Machine shops | 11 |
| Mercantile risks generally | 16 |
| Metal workers generally | 4 |
| Miscellaneous manufactories and omnibus special hazard risks | 5 |
| Morocco and glove factories | 10 |
| Nail, tack, and wire works | 5 |
| Oilcloth | 2 |
| Pail and tub factories | 3 |
| Paint, oil, and color works | 11 |
| Paper box and bag factories | 4 |
| Paper mills | 11 |
| Photograph galleries | 4 |
| Piano and organ factories | 4 |
| Planing, sash, door, and blind factories | 4 |
| Pork packing and rendering | 10 |
| Potteries, brick and tile works | 6 |
| Prison risks | 3 |
| Printing, lithograph, and bookbinding | 14 |
| Pulp mills, chemical and grinding | 5 |
| Rag and junk stocks | 3 |
| Rubber mills | 4 |
| Saw and shingle mills, water and steam | 12 |
| Silk mills | 4 |
| Soap and candle factories | 10 |
| Steamboats | 10 |
| Storage, general | 2 |
| Straw goods factories | 5 |
| Sugar refineries | 6 |
| Summer residences | 3 |
| Summer hotels | 7 |
| Tanneries | 13 |
| Theaters | 6 |
| Tin shops and sheet-iron workers | 3 |
| Tobacco barns and warehouses | 5 |
| Unprotected risks generally | 4 |
| Wall paper factories | 4 |
| Woodworkers generally | 11 |
| Woolen mills | 18 |
| Wool-scouring mills | 3 |
| Worsted and carpet mills | 4 |

The Nebraska supreme court says: An insurance company, having sustained a loss in this state which is adjusted and payable here, cannot be garnisheed in another state, where it has neither property nor money of the debtor subject to the process of the court.

The Life Insurance Policy.

HOW HARSH CONDITIONS HAVE BEEN RETIRED.
ONE BY ONE—BY J. L. HALSEY, IN HOLIDAY
CHRONICLE.

The evolution of the life insurance policy is interesting. The first policy issued was for a specific risk such as a sea voyage or other hazard, and terminated generally within a year or two. Specimens of this form of policy have been published in the insurance press as curiosities and are familiar to insurance men. The evolution of the modern American policy was from the policy of English companies, such as the National Fund Life Insurance Company, which did a large American business in the forties. It consisted of a large number of "thou shalt nots." I quote from a policy issued by one of the most progressive American companies in 1850, in which the following exclusions were insisted on:

The insured shall not die upon the seas. He shall not pass beyond the settled limits of the United States, except that in times of peace and general health he may cross the Atlantic ocean in government or mail steamers, or in first-class sailing vessels; may reside in those parts of Europe lying between the 44th and 60th degrees of latitude and the 20th degree of longitude east from Greenwich; may travel by ordinary modes of conveyance, either by land or water, in or to any part of the United States east of the western boundary of the states of Louisiana, Arkansas and Missouri, and in Iowa east of the 23d degree of longitude west from Washington, and, between the first day of November and the first day of July, may reside south of Virginia, Kentucky and Missouri.

He was permitted at all seasons to live north and east of the excluded lines, and might pass into the settled limits of the British provinces of the two Canadas, Nova Scotia and New Brunswick; but the policy was void if, without previous consent, he should visit those parts of the United States lying west of the 100th degree of west longitude, and if he visited without such consent the portions lying south of Virginia, Kentucky and Missouri during the summer and autumn months. The policy was also void should he enter into any military or naval service, or in the militia when in actual service; or if he should die by his own hand, or by the hands of justice, or in

consequence of a duel, or of the violation of any law of the state, or of the United States, or of the said provinces or any other country which he might be permitted to visit or reside in.

Another cause of forfeiture was non-payment of premium. In the event of forfeiture for any reason all payments of premium were forfeited to the company. Notice of assignment was required to be given in case of assignment.

The above form of policy was written without material change until the year 1864, when the Manhattan Life Insurance Company made a startling innovation by attaching to each policy the following endorsement: "This policy is incontestable after five years from its date for or on account of errors, omissions or misstatements in the application except as to age." No other company, however, imitated this liberality for many years. Then the Equitable took it up. The tendency of the policy was still in the line of restriction, however. We find policies issued in 1859 which contained in addition to the restrictions above referred to a clause excluding mariners, engineers, firemen, conductors or laborers in any capacity in service on any sea, sound, inlet, river, lake or railroad or engaged in the manufacture or transportation of gunpowder or fireworks, or in sub-marine operations or mining. The line, however, of western exclusion was moved westward, so that policyholders were permitted to visit or reside in Kansas.

The form used in 1870 and thereafter was a very elaborate document; one now before the writer is a fair specimen. It contains thirteen numbered express conditions, which are briefly indicated below:

(1) The policy shall not take effect until the first premium shall have been paid in cash during the lifetime of the person, and if any subsequent premium shall not be paid in cash before the day when due the policy shall cease.

(2) No premium shall be deemed paid unless paid in cash.

(3) Receipts of premiums past due are acts of courtesy.

(4) Contains the exclusion of persons engaged in various occupations. An advance in the arts is shown in the exclusion of those handling nitro-

glycerine and the exclusion of aeronauts either in balloon ascensions or aerial voyages shows what was going on in aerial navigation and investigation.

(5) Liberality was shown, however, in permitting the insured persons to go as passengers on vessels sailing north of the northern line of North Carolina, but not beyond the 50th degree of north latitude, permitting him also to touch at any ports on the said coast.

(6) In case he should die by his own hand or act, or by the act or procurement of the party or parties entitled to receive the proceeds of the insurance, or in case he should become so far intemperate in the use of alcoholic stimulants, opium or other narcotics as to cause his death, the policy would be void.

(7) In every case where the policy became null and void all premiums were forfeited, but now occurs one of the first of the liberal movements: "Excepting that in case of forfeiture after three or more years premiums have been paid the company will pay the equitable value provided the policy be duly surrendered on or before the day it lapses, which equitable value shall be determined by the company," and that after payment of two annual premiums on limited payment policies the policy shall be good in the amount of fractional parts according to the number of premiums paid on such policy.

(8) Suicide had come in to trouble the companies, and it was provided in case the insured should die by his own hand or act while insane the amount of one-half of all the premiums paid should be returned, otherwise the policy should be void.

(9) The agents seem to have been doing something out of the way, as it was provided that no agent shall make any contract binding on the company nor alter the policy.

(10) Required proof of death to be made within two years on blanks furnished by the company.

(11) Required notice of assignment.

(12) Contained the incontestable provision after five years on account of errors, etc., in the application, except as to age.

(13) Stated that the policy should be entitled to participate in the distribution of surplus.

By the year 1873 these restrictions were modified by striking out from the sixth clause the condition as to intemperance.

In 1874 the tenth clause was modified by making the proofs of loss consist of statements furnishing full and complete answers to the questions contained in the blanks of the company, and in 1878 the form was modified and liberalized so that the death of the insured by his own hand or act while insane did not void the policy. In the same year the policy was further liberalized by striking out the clause that the policy should not take effect until the first premium had been paid dur-

ing the lifetime of the insured, and the clause "no premium is to be deemed paid unless paid in cash and receipt issued," and the clause to the effect that receipts of premium past due were acts of courtesy; and that portion of the seventh clause providing that in case of forfeiture after three or more years the policy should be purchased, the equitable value to be determined by the company, was also stricken out.

In 1879 the policy was modified considerably, if not liberalized. It required satisfactory proof of death simply. It gave, in case of the surrender of the policy within six months after lapse by non-payment of the premium, the paid-up insurance the legal net reserve would purchase. It stated that the company did not insure against self-destruction in any form, either sane or insane, but in every such case the company would pay the legal net reserve at the time of death. It stipulated that no suit should be brought on the policy after two years from the time when the cause of action occurred.

The policy of the year 1885 was much simplified. The statements made in the application must be true, and the insured must not die in consequence of any violation of the law; he must not engage in blasting, mining, sub-marine labor, manufacture, handling or transportation of any explosive material, or in naval or military service except in the militia not in actual service; he must not be employed on any railroad, steamboat or other vessel, or as an engineer or fireman of a steam engine; or if he should pass beyond the United States and British America lying south of the 49th degree of north latitude except as a traveler, or along the coast of Europe, or as a traveler north of the 33d degree of north latitude the policy was void; he was permitted, however, between the first day of July and the first of November to visit any part of the United States.

Where insured tenders the collection agent of the company \$30, the full amount of his annual premium, and the agent

accepts on \$20 thereof, and promises to pay the other \$10 in satisfaction of owing by him to the insured, the company is bound by the agent's waiver of the cash payment, since the insured, who acted in entire good faith, had a right to rely on the agent's representation that the transaction constituted payment of the premium in full. 35 N. E. Rep. 39.

Iowa State Traveling Men's Association.

A BROTHERLY SCHEME DECLINES TO PAY, ON TECHNICAL GROUNDS.

Over in bleak Iowa there is an aggregation of grip-giving brothers of travel who profess fraternal esteem and mutual confidence. They are organized as the Iowa State Traveling Men's Association, but do not appear to have any corporate existence or official recognition. The name of the association appears in no insurance report nor insurance chart. It is a "go as you please" enterprise, ostensibly in the interest of the members, but actually in the interest of the officers. There are many like it. Why does not this association make annual reports under oath? Are not its members deficient in business sense when they accept printed unofficial and unsworn statements of its business condition?

We know of one member who is dissatisfied with the management of the Iowa State Traveling Men's Association. His name is John R. Thomas, and his place of business is 130 California street. Mr. Thomas had a claim for accidental injuries in the sum of \$75.00, against the Iowa association; but when he presented a claim, the secretary referred him to an obscure clause in the constitution and denied all liability. Mr. Thomas's claim had arrived just four days too late. Otherwise the claim was all right. It was not denied that the equities of the case were with the claimant. He had incurred the injuries as alleged, and his claim was not excessive. But there, upsetting all professions of brotherly regard, was a little clause in little type in the rigamarole of the constitution. The

claim was four days overdue, and therefore, without investigation or fraternal consideration, it was arbitrarily rejected. If a stock accident company were to decline to pay a claim on such purely technical grounds, what an outcry there would be! Mr. Thomas's claim, for the same accident, against a stock company was promptly paid.

Mr. Thomas got what he paid for from the cheap fraternal association—cheap and worthless accident insurance. Some things are too cheap, and the "insurance" furnished by the Iowa association and its kind is one of them. Of course no court would uphold the defense offered by the Iowa concern, but what good would it be to sue an irresponsible concern offering so frivolous a reason for declining to pay an equitable claim? The moral of this tale is: Insure only in companies which charge a fair price and back their promises with coin. Cut rates mean cut claims.

Something to Laugh At.

We very much fear that our amiable London exchange, the Insurance Journal, is wanting in respect for the eminently respectable and antique London county council. The charge that the members of this mediæval council are afflicted with mental aberration is supported by the evidence of their serious talk of embarking in a municipal form of fire insurance. Evidence of the councilmen's insanity is also presented in the following curious paragraph:

It now appears that some of the council's members, not content with impeding the usefulness and harassing the patience of the Metropolitan fire brigade by a variety of petty annoyances, have shown a desire to obstruct the men in the actual work of extinguishing fires. We are told that whenever there is a conflagration, these members post themselves in the middle of the road and frantically wave their bulky umbrellas and cotton gloves to stop the engine, and having brought it to a standstill, they demand to know its destination, and to be taken to the fire for the purpose of making a further display of their exasperating self-sufficiency. At this rate people will begin to think, if they have not already done so, that the best use to which Captain Simmonds's hose can be put is not the extinction of fires, but the council which is endeavoring to extinguish the brigade.

Mutual Reserve Fund Life Association.

The Policyholder, a British journal, says of this American assessment company, which does business in England:

As is usual with this association, the statements made by the officials do not coincide with the accounts as drawn; for instance, speaking of death claims, the president says: "For the year 1892 we have paid in death claims, £554,894 13s. 5d.," whilst the revenue account states the expenditure on claims as £588,780 14s. 2d., to which we must also add £28,754 10s. 10d. for expenses, in excess of the amount provided by the entrance fees and dues, for management expenses, and this makes a total difference of £62,640 under this head alone. It seems to us that the intention is to mystify and mislead assurers from the true issue, for whilst President Harper states that the income from all sources amounted to £841,323, which has permitted the officers to add £44,380 to reserve during the year, it is well that the public should realize that that this boasted and yet miserable result has only been effected by placing to the credit of the year's accounts £213,957 of premiums, *i. e.*, calls for four months to come, which were not due and had not been received by the association.

Singular Australian Court Decision.

Abbott vs. Lion Fire Ins. Co. Policy contained the usual clause requiring insured to keep his books in a fire-proof safe, or in some other building sufficiently distant as not to be affected by the same fire that might destroy the insured's premises. Plaintiff's invoices, etc., at the time of the fire were in a building 800 miles away. There were no books or invoices on the burned premises nor in any neighboring building. The court held:

The question was whether these books or invoices, stock-sheets, and so forth were deposited in some building within the meaning of the policy. There was certainly no evidence to show that they were not, and further, there was evidence to show that the invoices were kept in a building sufficiently distant to be in safe custody, inasmuch as they were at Bendigo, 800 miles away, when the fire occurred. So that not only the meaning but the

spirit of the warranty was observed, that the books, invoices, etc., should be kept in a place apart from the stock so as not to be injured by a fire which might destroy the stock, and that they would by that means be forthcoming if there was a fire, so as to be produced to the company, who could thus ascertain what was really destroyed.

What Life Insurance Does.

Life insurance lifts mortgages.
Life insurance educates orphans.
Life insurance preserves the family.
Life insurance cultivates saving habits.
Life insurance lightens the load of care.
Life insurance keeps the wolf from the door.

Life insurance gives repose to the rich man.

Life insurance strengthens man's self-respect.

Life insurance gives courage to the poor man.

Life insurance builds a barrier to the alms-house.

Life insurance enables a man to live up to his income.

Life insurance supports the credit of the business man.

Life insurance diminishes competition among wage-workers.

Life insurance lays the foundations of home and independence.

Life insurance encourages the marriage of prudent men and women.

Life insurance keeps embarrassed estates out of receivers' hands.

Life insurance certifies to a man's affectionate regard for his family.

Life insurance saves orphan girls from the necessity of "working out."

Life insurance places the widow above the need of marrying for a home.

Life insurance adds to a man's years by freeing him from apprehension.

Life insurance hightens the esteem in which wife and children hold a man.

Law Books for Sale.

May on Insurance; Flanders on Fire Insurance, second edition; Fire Insurance Cases, Bennett, vols. 1, 3, 4, 5; Clement Bates's Digest of Fire Insurance Decisions; Hine & Nichols Digest of F. & M. Insurance Decisions; to be sold singly, if wanted.

Assignment.

Altogether too many agents appear to think that the appointment of a receiver for a large manufacturing plant or a mercantile firm showing a failure and an assignment for the benefit of creditors is a commonplace matter and warrants them in at once, without consultation or authority from their companies consenting to and indorsing the policies accordingly. They either don't know or else ignore the fact that such insurance is made void by such an assignment and fire insurance is not personal property which can be conveyed by an assignment of that kind. In most cases the companies prefer and often insist upon their policies being returned void, short rates being charged for full time they were in force as the failure and consequent legal proceedings cannot be through any fault of theirs and they can't be made unwilling partners thereto.—Once in a While.

Queer Spontaneous Combustion.

When we consider that the atmosphere is abundantly supplied with oxygen, and that carbon exists in all animal bodies, and also in some earths and even minerals; furthermore, that a union of these two elements (oxygen and carbon) invariably produces heat, the wonder is that fires from this source are not of more frequent occurrence. It must also be remembered that all substances contain heat, although in a latent sense (*i. e.*, imperceptible to the senses), the coldest ice (snow and salt being colder) as well as the hottest fire. Hydration, or the admixture of water with chemical substances, such as lime, sulphuric acid, potassium, etc., always evolves heat. One authority states that "every chemical change is accompanied by a change of temperature; and that whenever a liquid is poured upon a finely-divided solid an increase of heat is the result." A remarkable incident illustrative of this point occurred at Leipsic some time since. A load of charcoal was placed in an out-house, the door of which had been carelessly left open; a snow-storm arose and

the wind drifted the snow upon the charcoal, which ultimately ignited (by slow combustion), and the building was destroyed. The same thing has happened when wood ashes have been packed in a wet state.—W. Armstrong.

Railroad Accidents.

The year 1893 will be distinguished among recent years for the number and fatality of railroad accidents. The railroad companies very foolishly, very selfishly, maintained high rates to the greatest of fairs until near the close of the exposition. Rates were then reduced to about a cent a mile. Under this stimulant travel to Chicago was enormous. Trains were run in from two to ten sections. Inexperienced men were employed, and the regular employes were overworked. The conditions thus temporarily existing invited disasters. Rear-end collisions were frequent, and other forms of railroad accidents were too common. We need not go into particulars, nor cite distressing accidents of the rail. Everybody knows that some of those accidents were appalling, and that all which "got into print" were destructive of life.

It is remarkable that the accident insurance companies lost little money through these awful railroad accidents. The travel during the latter half of the World's Fair season was without parallel, in the number of passengers and in the number of miles; but the travel seems to have been drawn principally from the classes who do not travel much and who do not carry accident insurance. It is to this fact that we attribute the escape of the accident companies with comparatively insignificant losses. If any of the companies show a bad year, the cause must be sought in too low rates (which is a form of mismanagement) or in unusual accidents among other risks than those of travel.

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The responsibility for most of the extraordinary railroad accidents of 1893 rests with the railroad managers. The greater portion of the accidents were

avoidable, because the cause was carelessness, or inefficiency, or worn-out rolling-stock or road-bed. Some genius once suggested that a sure way to secure good service and perfect equipment would be to require a director, a president or other official to ride on the cow-catcher of every engine. Perhaps that would be a sure way, and perhaps the only way, to prevent collisions resulting from the overworking of employes or the economy necessitated by watered stock.

*
A writer in an illustrated weekly says:

Without looking into records, any intelligent American would say at once that such a succession of fatal accidents is extraordinary, but a little examination of recorded facts will indicate how extraordinary it is. In the last seven years the passengers killed on the railroads of the United States in train accidents alone have averaged 158 a year. The fatalities in one-quarter of a year would be almost 40. But in the months of August, September and October, 1893, there have been more than 100, probably as many as 105, passengers killed in train accidents, or more than two and one-half times the average for seven years. It is not wonderful that a public which feels keenly the disgrace of such a record, and which is apprehensive of the future, should ask who is to blame; what is the cause; what is the remedy? For it cannot be entirely a question of luck; doubtless there is some underlying common cause.

In looking for the common cause one must remember that a railroad accident is hardly ever simple. Usually it is quite complex; several things must conspire to produce it. To begin with, we may find that the ratio of the number of passengers killed and injured in the last three months to the total passenger movement is not above the average. In the last six years one passenger a year has been killed in train accidents for about 82 million passenger miles. That is, a man would travel 82 million miles before he would get killed. This ratio has varied from 51 in 1887 to 118 in 1892. It may be found that in 1893 the ratio will not be exceeded.

We find that the two great accidents of August, in which 25 passengers lost their lives, were not in World's Fair territory, and might have occurred last year just as well as this. But every one of the great accidents of September and October occurred on railroads that were crowded with World's Fair travel; in half of them special World's Fair trains were involved.

Novel Incendiary Methods.

With reference to the methods of the fire-bugs in Chicago, the Tribune of that city says that after a stock of goods in a store was insured, "the fire-bug, some

evening, would quietly get into the store with a dozen pig's bladders and bottles of benzine. The bladders filled with the inflammable fluid would be concealed behind draperies. When the fire happened to be in a dry goods store, care was taken to hang shawls and goods near the ceiling. A time fuse was attached to every bladder. These lighted, anywhere from an hour to three hours afterwards the bladders exploded, raining fire in every direction and an extraordinary quick blaze broke out, involving the whole store. The bladders were gone, the benzine was gone, and there was nothing to show that a master hand had been there."

Letter from Superintendent Snider.

Last month we printed a summary of an alleged government insurance scheme by Insurance Superintendent Snider of Kansas, as reported in the everlastingly unreliable daily press. We regret having done the gentleman injustice. Mr. Snider writes us as follows:

TOPEKA, KAN., Dec. 19, 1893.

Editor Coast Review:

Every line in it is untrue so far as I am concerned. I have never been interviewed on that question by any one and have never expressed such ideas publicly or privately. I would suggest that if the editors of the various insurance magazines would take more pains in finding out facts about superintendents they would serve the cause they represent in a much higher degree, in my opinion. Very truly yours,

S. H. SNIDER,
Superintendent of Insurance.

The Mutual Fire Yawp.

Recent newspaper discussion of a resisted insurance claim—discussed from the point of view of the hungry creditors of an embarrassed firm, and paid for at so much a line—gave the San Francisco agent of the Mutual Fire of New York and the "me too" Broadway an opportunity to advertise his companies. He printed a card, asserting that his companies "do not do so." Yet we find, on consulting the New York State insurance report, that the Mutual Fire in 1892 resisted a larger amount of claims than any other New York fire insurance company, although the Mutual does only a small business.

"The Legal Aspect."

SYLVESTER G. WILLIAMS'S RESPONSE TO THIS TOAST, AT BANQUET OF THE MOUNTAIN FIELD CLUB, DENVER, DECEMBER 29, 1893.

As I understand the rules of after dinner speaking, it is inappropriate to say anything that may be appropriate to the occasion, or responsive to the sentiment proposed. You will pardon me, therefore, Mr. Chairman, if I assume to say a word which may be germane to the sentiment of "The Legal Aspect."

May it please the court and gentlemen of the jury: The legal aspect of insurance I understand to be that view which is presented, when we look at a policy of insurance *as a contract*.

Those who are employed on strictly commercial lines of insurance work, and are more or less imbued with the intense trading instincts of a commercial people, have their thoughts and conceptions of insurance moulded after a commercial pattern. They are prone to deal with policies as a dry-goods man deals with calico and muslin.

A tradesman usually has an avowed abhorrence of legal forms and observances. The real beauties of a purely technical distinction find no place upon the walls of his commercial art gallery; they form no part of his stock in trade.

We are all aware that a technicality, in its true sense, is the product of an advanced state of art, of science, or of commerce. It is the concentrated essence of a business proposition. It is experience boiled down. But the word "technicality" is used on the streets frequently in an opprobrious sense. And instead of finding in the phraseology of the insurance policy a careful and laudable definition of the mutual rights, duties and obligations of the parties by which the true meaning and spirit of the undertaking is to be determined, many pretend to find in these technical phrases only the entanglements of the fowler—a net spread for the unwary—a conveyance, convenient and ever ready to convey the underwriter away from his obligations. On this account the legal aspect, which is the technical aspect of the business, is often, too

often unfortunately for the good of all concerned, forgotten or ignored.

Insurance companies, in the race for business and premiums, instead of keeping before their agents the fact that the policy is a contract, set their agents loose with these policies, as Sampson set loose the foxes with fire brands tied to their tails, into the midst of the ripened corn. As a result they carry with them fire and destruction. Instead of being the beneficent institution intended, bringing relief to the unfortunate, insurance may thus be made the veritable source of incendiarism, arson and fraud.

But an insurance agent is in the business of making contracts, under which, for a small pecuniary consideration, a large liability is assured. The care and prudence in the making of these contracts which such a thought should engender ought to bring to insurance more profitable results.

In viewing the policy of insurance from its legal aspect, as a contract, there are three considerations which to me seem paramount. First—the contract is a purely personal contract—not to insure property, but to insure Mr. Carefulman on the one hand, or Mr. Burn'emup on the other. For this reason our good compact manager may permit me to say that the system of rating adopted to-day is radically wrong in this important regard. It is directed wholly to the property and not to the person insured.

The personal hazard, or what you call the moral hazard, has been ignored in the general scheme of rating. And I think there can never be any successful "Universal Schedule" which does not contemplate the personal hazard, or which leaves out of account the legal aspect of the policy, as a personal contract, insuring the man and not the property.

If a policy is issued to John Smith, it is John Smith and his individual relation to the property which forms the foreground of the legal aspect, and nobody else can come into it without the express consent of the company. If the policy has one of those things called a mort-

gagee clause attached to it, then the mortgagee comes to the front and takes a conspicuous position in the foreground. By the mortgagee clause I distinguish that innocent looking little 3x6 pasteur, which the agent sticks on the policy on every possible occasion—as a substitute for the gasoline permit and lightning clause—an agreement which waives all conditions of the policy in favor of some one who pays nothing and gets everything. Yet in all cases, whether to a mortgagor or mortgagee, the personal nature of the contract continues.

The second feature of the policy presented from the legal aspect is that it is a contract of indemnity. Here we find the distinction between insurance and gambling, or wagers. All gambling contracts were rendered void by an early English statute, which is part of the common law of this country. The statute referred to was enacted with special reference to insurance wagers, which were contracts of insurance written "interest or no interest," and were merely wagers upon the loss of property, in which the party insured had no pecuniary interest. Such contracts are now positively forbidden by law.

Public policy forbids that the community should be subjected to dangers of incendiarism, which a speculative element in fire insurance necessarily engenders. Therefore, the policy of insurance contemplates no profit, no speculation on the part of the assured, and adjusters well know it reduces the amount of recovery to the actual cash value of property destroyed or damaged.

The third feature presented to view from the legal aspect is that the policy is a conditional contract. It is the great leading type of conditional contract. Neither sane man nor corporation would undertake absolutely to pay a thousand dollars for a consideration of \$5. The conditions of the contract constitute all the difference between the premium and the face of the policy. It is a legal proposition that in every contract the undertaking or consideration on the one side is the exact equivalent in law of the under-

taking on the other. So that if a policy of \$1,000 is issued for a premium of ten, the difference of \$990 represents the conditional part of the underwriter's promise. Thus the actual pecuniary significance, or money equivalent of the conditions of the policy, may be measured. And on a one per cent rate of premium it would seem that the conditions constitute 99 per cent of the inducement to the underwriter to assume the risk. The practical value of the conditions must always enter into the successful underwriter's calculations.

The insurance policy being, from the legal aspect, a personal conditional contract of indemnity, how is it to be enforced as such?

It is a great deal easier to keep out of trouble than to get out after you once get in. The contract begins with the local agent. The local agent should keep in mind the legal aspect of the contract when he makes it. There will be less trouble than in enforcing it, because there will likely be fewer mistakes.

If a local agent wants his companies to keep out of trouble and litigation, he should be careful not to get them into it. When he has written a policy he should be prepared to stand by it, from the number of the policy to the signature of the president. There is little trouble to enforce a policy which the local agent will stand by and swear by.

The education of the public begins with the local agent; and to the local agent I would say: Write your policies with care and circumspection, and then stand by them, just as they are written. The courts don't educate the public half so much as intelligence and integrity in business methods and adherence to business rules. Litigation is often expensive, vexatious and disappointing. The courts cannot make contracts, but only interpret and enforce them.

An English gentleman complained to his attorney that he had been sued by a man he never heard of, and for a bill of goods he never bought, and asked what he should do. "Pay it and save the

costs" was the reply. This has been a common policy among insurance companies, for which they claim justification from their experience with courts and juries. It is an unfortunate sentiment to exist in a civilized age.

Again, the law of insurance has become synonymous with the law of waiver and estoppel.

It is the business and duty of agents and adjusters, and of lawyers, to keep people out of litigation. The court house is the last resort; but when forced to go there, above all things it is uncomfortable to discover that somebody, perhaps the office boy, or the girl, or it may be the cat, has waived all the conditions of the policy, which it has taken centuries of careful underwriting to perfect.

Educate the people, therefore, through the office of the local agent, the office boy and the girl, and the cat.

It may seem to you, gentlemen, that this presentation of the matter of waiver is an exaggerated fancy; but is it not a fact that the office girl waves her own right hand whenever she fills up a policy, and the office cat will wave its own tail in order that the claimant may recover?

When you go into court be sure that the conditions of your policy have not been waived. The conditions are all right; they will hold water; they are the perfection of insurance wisdom; but it is with them as it is with the doctrine of predestination—

"You shall and you shan't.
You will and you won't,
You'll waive if you do
And you'll waive if you don't."

Fell into the Trap.

A certain official of a New York fire office has long been suspected to be the author of the many spiteful things said of Pacific Coast affairs in the cranky Commercial Bulletin, a New York trade journal. Recently there appeared in a San Francisco daily paper an erroneous account of the presentation of a watch and chain to a brave lad "by the fire patrol." This report was cut out and mailed to the

aforesaid New York company's office, in the confident belief that immediately following its receipt there would appear in the Commercial Bulletin the usual "old aunty" scold. The letter was timed, and "sure enough" the day after its receipt out came old granny Commercial Bulletin with a stereotyped criticism of the Pacific underwriters for spending their companies' money without authority. The reader will recall the fact that the directors of the fire patrol personally subscribed the money required to purchase the gift made to the boy in recognition of his bravery.

Letter from Seattle.

Editor The Coast Review:

Added to a dullness and falling off of insurance in this city, that makes agents extremely blue, is a general complaint that every agent (excepting the one who makes the complaint) is rebating commissions. Ten per cent does not appear to be an unusual rebate, if the assured's tales are to be relied upon, but of course they are not in all cases, because the wiley merchant or real estate owner is looking all ways to save a dollar in these times, and he soon "catches on" to the fact that a good story of what rebates he has been offered, will bring the same from his agent if there is any weakness there, and it seems there is. One merchant told his agent that he had been offered 15 per cent rebate and that when he asked the rebater how he could afford to give all his commission, the reply was, "The companies will take care of me."

Of course all this is nothing new, and it is mentioned just to show San Francisco and Oakland do not enjoy a monopoly of the rebate business on this Coast.

Notwithstanding the business depression, that is probably as severe in this section as in any part of the country, there are several new business blocks in process of construction here, but scarcely any building is being done in dwellings or other structures. Contractors are offering to take jobs at about one-third below the prices of a year ago.

DEPARTMENT STORE.

The "Rialto" is a fine department store, two stories high with a basement and sub-basement, that is nearing completion on Third street, between Madison and University. It is 120 feet front and 100 feet deep. The elevator will be in a brick shaft, but there will be a large open area in the center of the two top floors. A number of business firms will occupy the building, so that one can buy a cradle or a coffin, or any article needed in life between those two periods, without going out of doors, or out of one store practically, as there will be no partitions in the two upper or sales floors. The two basements are divided by brick walls. Storage, unpacking and packing will be done in these lower floors, and a contract has been let to equip them with Grinnell sprinklers, dry pipe system, supplied by city water and a 10,000 gallon tank. The two upper floors, with an area of 12,000 feet each, and communicating through a large opening, will go unprotected.

RATE CUTTERS.

It is understood that the Mutual Fire and its associate, Lloyd's, will take the building insurance, which will be good, but they will leave the cream(?)—the contents—for the union companies. A rate ought to be made to hold a good line like this.

If the presence in town of representatives of the sprinkler company and the Mutual Fire means anything they are preparing to scoop some business here. They have been here most of the month just past.

The liveliest business in this city for the past fortnight or more has been done by auctioneers. Half a dozen or more stores, mostly jewelry, are selling by that method.

SPRINKLERS.

The question of equipping the steamboats on the Columbia river with automatic sprinklers is under consideration. There are about forty of these vessels on which the rates have been increased from 2 1-2 to 5 per cent, and in order to secure a reduction in rate it is proposed to

install a perfect system of automatics in boiler and engine rooms, state rooms and all parts where a cargo is carried. The system will be wet pipe, supplied from a 200 to 400 gallon pressure tank with 75 pounds air pressure, and a secondary supply from the steamer's pumps or a special fire pump in cases where it seems advisable. There can be no question but what the risks will be greatly improved by this protection, honestly installed and faithfully maintained. While pressure tanks have not met with much favor in the Eastern states, they have done excellent work and are regarded quite as favorably as tanks and city supplies in the territory covered by the Western Union, by reason of the uncertainty of the two latter sources, with their light or varying pressures.

The equipment of the holds of seagoing vessels, both steamers and sailing craft, has been seriously considered in the past, but, unlike the plan above contemplated, carbonic acid gas has been proposed in place of water, as the former would extinguish fire by depriving it of oxygen, its means of support, and would permeate the cargo without injury thereto, whereas water might not reach the fire at all and would do great damage to the cargo.

SPECIAL.

The Hillmon Case.

A press dispatch is authority for the statement that Jno. W. Hillmon, alleged to be dead and whose "widow" is suing the life insurance companies, has been found in Idaho and has made a complete confession. Prominent men of Lawrence, Kan., are said to be implicated. Hillmon, it is said, will plead guilty to the charge of murder, confirming in all particulars the confession made by John H. Brown, a companion.

THE INSURANCE.

In 1878 John Hillmon, soon after his marriage, applied for insurance in the Mutual Life, Connecticut Mutual and New York Life, and obtained \$25,000 in all, at a cost of about \$480 per annum. He made the first semi-annual payments, part cash and part note. Hillmon was vouched

for by a farmer as a cattle-man with money. This farmer, it transpired, was bankrupt at the time. When a mortgage on his farm was foreclosed he asked the bank to wait until the money was paid on the Hillmon insurance claim, as he would then have \$10,000. Hillmon was a poor man, who could not afford \$25,000 life insurance. He was by turns a quartz-miner and a cattle-herder. Notes given by him were uncollectible. Mrs. Hillmon was a waitress in a restaurant when he married her. Both Hillmon and she have since married again.

STORY OF THE CRIME.

In a sparsely settled section of southwestern Kansas on March 17, 1879, a man was shot and killed. John Brown, who notified the neighbors, said the body was that of Hillmon, who had accidentally killed himself while taking the gun from the wagon. The insurance agents, who arrived subsequently, insisted that the body should be exhumed for identification. Brown and Baldwin, the aforesaid farmer, swore that the body was Hillmon's. The body was taken to Lawrence, where a coroner's jury said it was not Hillmon's. Brown afterwards confessed under oath that Hillmon had killed a strange man, whose body was that alleged to be Hillmon's. Here is

BROWN'S CONFESSION.

About tenth of December, 1878, Jno. W. Hillmon, Levi Baldwin and myself entered into a conspiracy to defraud the New York Life Insurance Company and the Mutual Life of New York. Baldwin was to pay the premiums on the policies on the life of Hillmon, and Hillmon and myself were to go off, ostensibly to locate a stock ranch, but in fact in some way to find a subject to pass off as the body of Hillmon, for the purpose of obtaining the insurance money. Our first trip out from Wichita, while the snow was on the ground, we expected to find a subject that would appear to be Hillmon frozen to death, and that could be identified only by the clothes and papers found on it, and so I could pass it off as Hillmon.

On a trip in March we overtook a stranger. Hillmon proposed to hire him as a herder. This man was with us during all this trip. Hillmon proposed to me that the man would do to pass off for him. I objected because his proposition was to take the man's life. But Hillmon seemed to get more determined and desperate in the matter. Pains were taken not to have more than two of us seen together in the wagon.

Hillmon was vaccinated at Lawrence. His arm was quite bad. Hillmon kept at the man until he let him vaccinate him, which he did, taking his pocket-knife and using virus from his own arm. [The life insurance companies required Hillmon to be vaccinated.] Hillmon also traded clothes with the man, whom we called Joe.

After we got to Elm creek camp the shooting occurred. Joe was sitting by the fire. I heard a gun go off. I looked around and saw the man was shot, and Hillmon was pulling him away to keep him out of the fire. Hillmon changed a day-book from his own coat to Joe's. He told me to get a pony and go after someone. He took Joe's valise and started north. I have never heard a word from him since. Mrs. Hillmon knew all about this.

HILLMON'S STORY.

The foregoing story of an atrocious murder is now declared by Hillmon to be true. Hillmon wandered through various Western states and territories, and finally drifted to Paris, Idaho. He has never been free from apprehension. He knew that detectives were in search of him, and that his "whereabout" was known to several persons interested in the several suits against the insurance companies in the federal courts for the Kansas district. Hillmon says:

I have never received a cent since that eventful day in Barbour county except what I worked for. I have never had any offered me except once, when a relative in New Mexico offered me money upon condition that I would conceal my identity and forever disappear. I have not been asked to go back to Kansas. I would have gone long ago had it not been that by doing so I would have suffered. I feel that when once within the prison walls of Kansas I will at least have the peace of mind that comes from full expiation.

Mutual Admiration Society.

The Budget of Toronto is now the Bulletin, under the same management.

The Standard speaks of the "Binger & Reich" claim. It also says "bran new." Several other exchanges speak of the "Dyer & Rich" case.

The Record's Christmas number is composed chiefly of letters from insurance editors. These editors write as naturally as they think, and are therefore unusually interesting. What a pity they ever mount editorial stilts.

The Chronicle of New York prints weekly an insurance stock report, from which we learn that stockholders of the

State Investment now ask, and for weeks and months have asked, 79 cents for stock in that bursted company, the par value of which is quoted at 100 cents. The shareholders and loss claimants of the late disreputable defunct regret that the Chronicle stock reports are not wholly reliable.

Whew! here is a scorching critic from the antipodes—the New Zealand Insurance Journal man—who presents his exchanges with a “write up.” Here are samples:

The — of London: a poor, little, insignificant wretch of a paper not worth opening. In eight years we have never got a par from it. Probably someone must buy the rag, but then the world is full of fools.

The — of New York. For an utterly stupid paper recommend us to this abortion. For dulness, ignorance, etc., it is unique. It reaches us flat, however, not coiled up like a conger; but then it is flat inside—print execrable.

The Chronicle of New York issues a fine holiday number, extra, and extra good. Contents include a paper on automatic sprinklers, by Edw. Atkinson; an elementary treatise on insurance principles, by Abram Williams; a paper on fidelity insurance and its social effects; a paper by F. O. Affeld on the co-insurance clause or “pro rata liability;” Charles Lyman Case writes to the effect that liability is taken on too thoughtlessly; W. C. Wright is right when he writes that the endowment policy is right; Jno. I. Covington makes a strong plea for small insurance companies.

New Humbug.—Mutual Indemnity Co., “for beneficial purposes,” by L. M. McKenney. We have given an order for an epitaph.

The competitive literature life agent is said to be abroad out on the Pacific Coast. Both he and his circulars should be suppressed. As the Irish judge said of the refractory witness, “all that is wanted of him is silence, and mighty little of that.”—Insurance Age. Some of this “competitive literature” is dactylogical, in which “a” predominates. At least, two life agents recently used their fists.

Pro Rata Liability or Co-Insurance Clause.

WHY THIS CLAUSE IS NECESSARY TO THE ESTABLISHMENT OF RATES—BY F. O. AFFELD, IN HOLIDAY CHRONICLE.

From the many communications received from friends and insurance agents, and from some of the comments of the press upon this subject, I am forced to the belief that there are many underwriters as well as laymen who are not clear as to the purpose and necessity of the pro rata liability or so-called co-insurance clause, which reads substantially as follows:

It is understood and agreed that, in case of loss, this company shall not be liable for any greater proportion of any loss than the amount hereby insured on each item above mentioned bears to % of the value of each of said items respectively. Also that when a loss does not exceed five per cent of the insurance a special inventory of the undamaged property to ascertain values will not be required.

Some claim that its general adoption will materially increase the premium receipts without correspondingly increasing the loss ratio and, therefore, be equivalent to an increase of rate; others that to establish an 89 per cent basis of insurance to value will effect a reduction of premium receipts; others that it will reduce the loss ratio; others that it will increase the moral hazard. All of these, except the last, may be correct in individual instances or under peculiar circumstances and yet in no way touch the question of the absolute necessity for the adoption of the pro rata clause.

If our business is to be put on a better footing, the clause limiting a company's liability to the proportion of insurance to value—or, in other words, the clause that prevents the insured from insisting upon any larger portion of indemnity than he paid a premium for—must be irrevocably fixed as a condition of every contract before it is possible to establish equitable insurance rates. As a merchant cannot quote the price of his goods without the quantity being given at the same time, as per pound, per yard, per gallon or per cent, so cannot the underwriter make any fair rate unless the quantity, that is,

the percentage of insurance to be carried, is fixed at the same time. This being self-evident it follows that rates fixed without a basis of insurance to value are not established until the insured determines what proportion of insurance he will carry, and then only so long as those conditions continue. As soon as the value increases or the insurance is reduced the rate is changed.

All underwriters will concede that the value covered is always the amount at risk, therefore a rate can only be ascertained by dividing the total premium paid by the total value of the property insured, viz:

| Value. | Insurance. | Nominal Rate. | Premiums. |
|------------|------------|---------------|-----------|
| A—\$10,000 | \$10,000 | 1% | \$100 |
| B— 10,000 | 7,500 | 1% | 75 |
| C— 10,000 | 5,000 | 1% | 50 |

| Actual Rate. | No. of Risks. | Total Premiums. | 50% Loss Costs. |
|--------------------|---------------|-----------------|--------------------|
| A—1 % | 100 | \$10,000 | 50 % |
| B— $\frac{3}{4}$ % | 100 | 7,500 | 66 $\frac{2}{3}$ % |
| C— $\frac{1}{2}$ % | 100 | 5,000 | 100 % |

Now, as in every well appointed city, the number of total losses are not one in a hundred, and over eighty per cent of the number of fires destroy less than fifty per cent of value, it is gross injustice on A to charge him one per cent for full indemnity while C receives in eight cases out of ten the same indemnity for one-half per cent; or else it is an imposition on the insurance companies that C secures one hundred per cent indemnity for \$50 on property which he only one-half insures while A receives only fifty per cent indemnity for \$100. Can anything be more unjust, absurd and irrational?

What right has the fire underwriter—who ought to be best posted regarding the probabilities of fires and fire damage, and who pays exorbitantly for fire protection in the shape of salvage corps, license fees and premium taxes—what right has he, by neglecting the percentage of insurance to be carried, to virtually place the fixing of rates and the securing of salvage in the hands of the insured and reward him in nine cases out of ten by giving him full protection for a partial premium?

If a certain charge for a risk is fair and equitable why should the fire underwriters allow full indemnity to be obtained for any loss of money?

I do not claim that the pro rata liability clause will reduce the number of fires, or will increase the premiums, or will increase rates, or will reduce the moral hazard, though it may do all these things, but I do claim that it will place our business where business-like underwriting can begin and gambling in insurance cease.

Heretofore nominal rates have been established on the theory of placing them high enough to cover all the contingencies of short and over-insurance that could possibly arise. But the experience of the last twenty years, which has ruined or retired more insurance companies than are now in existence, ought to have taught us that such rates—without a basis of insurance to value—tempt the very companies, which have combined to make them, to break them; and rates that might have afforded a profit very rapidly dwindle to a figure which leaves no margin for even security to policyholders, not to mention profit to the underwriters. But such rates, being made to cover all unfair advantages which the few take of the many, produce dissatisfaction, distrust and irritation among the many, which shows itself in unrighteous verdicts, anti-compact, high license and valued policy laws, whenever the average policyholder has the opportunity to ventilate his feelings towards insurance companies.

When our contracts and rates are based on the principle of indemnity in that proportion only as the insurance bears to value the insured and the underwriter will be as near as possible on a basis of mutuality, where every improvement for the prevention of or protection against fire will benefit both parties alike, and our rates will then come as near to an equitable basis as possible in dealing with uncertain events.

With equitable rates and equitable contracts the fire insurance business would be placed on a basis where the

experience of a decade will afford more reliable data to underwriters than the last century of underwriting has been able to furnish.

The statistics of fire departments will then substantially conform to those of the underwriters, and will then no longer be the record only of fair or sharp, or loose adjustments on the part of underwriters, or careless estimates on the part of fire departments, but will be the actual record of losses as established by both.

Texas Insurance Club Decision.

QUEEN INS. CO. ET AL. V. STATE OF TEXAS—INSURANCE COMPANIES MAY COMBINE TO REGULATE PRICES—SUCH COMBINATION NOT IN RESTRAINT OF TRADE.

Suit in the name of the state of Texas was brought by the attorney-general against the "Texas Insurance Club" and against fifty-seven insurance companies. It was alleged that the club was created with the consent and by the procurement of the other defendants, for the purpose of fixing uniform rates, and thereby preventing competition. Such combination was alleged to be illegal under the act of March, 1889, and also in restraint of trade, contrary to public policy, and therefore illegal at common law. The trial court gave judgment accordingly, though finding the said March act unconstitutional. The supreme court reversed this decision, and ruled that the combination in this case was not illegal at common law. Some of the points made in this decision are striking. For example: "Insurance is a mere contract of indemnity against a contingent loss. It is not a business in which the public *has any direct right*. No franchise is necessary, and no one has a right to demand of an underwriter that his property shall be insured at any rate." We copy a considerable part of this decision, as it covers the ground so thoroughly:

RESTRICTIONS IN TRADE.

Admitting that the language of the statute sufficiently manifests the intention of the legislature to make such combinations as are defined therein unlawful and to make punishable acts committed in violation of its provisions, and that the act is not in conflict with the constitution, we still have

the question whether the combination charged is embraced within the provisions of the law. This question must be answered in the negative to determine that it is so embraced, it must be held either that it is a restriction in trade within the meaning of the statute and that these words sufficiently define an offense so as to make it punishable or that the contract of insurance is a commodity. A combination between two or more insurance companies to increase their rates or to diminish the rates to be paid their agents is in a general sense a combination in restraint of trade. But the words "restrictions in trade" were not intended to receive that construction in the statute. If so intended it may be gravely doubted whether under our laws they sufficiently designate an offense so as to make it punishable. In ordinary language the word "trade" is employed in three different senses. First, in that of the business of buying and selling. Second, in that of an occupation generally, and third, in that of a mechanical employment. The question presents itself whether in the use of the words "restrictions in trade" the legislature meant to use the word trade as the mere equivalent of commerce or traffic. Some contracts in restraint of trade are unlawful in the sense that they will not be enforced. Others are lawful and enforceable. To be unlawful they must be unreasonable. The clause of the act makes no distinction between such restraints of trade as are reasonable and such as are unreasonable. Hence if we should give to the words "restrictions in trade" their ordinary technical meaning it would follow that the act made punishable all contracts in restraint of trade, however reasonable they may be. It would follow that if one merchant engaged in the hardware business should buy out another, such other agreeing not to pursue the same business in the same town for a limited time, both would be subject to the penalties affixed by the act. It is probable that the legislature could make such a law, but it is unreasonable to presume that they intended to make it. The offense is a felony, and we do not think that the legislature intended to give to the word "trade" such a meaning as would subject all parties to contracts in restraint of trade, as these words are understood at common law, to such heavy penalties. The word must be construed in a more restrictive sense and as synonymous with "traffic." In this sense it embraces the buying and selling of any article of commerce, the barter of such articles and their transportation by common carriers. It does not embrace the business of insurance, which is a trade only in the sense that it is an occupation or employment.

NOT A COMMODITY.

Is the contract of insurance "an article of commerce" or a "commodity" within the meaning of the statute? In *Paul vs. Virginia* [8 Wall., 168], the supreme court of the United States held that the business of insurance, as carried on in one state by a company chartered by another, was not commerce between the states. It is an aid to commerce, but not commerce itself; nor is it an article of commerce. Insurance is neither pro-

duced, consumed, manufactured, transported nor sold, in the ordinary signification of any of these words, and therefore it is not within the plain import of the language employed in the act. The title of the act is "an act to define trusts, etc." The term trusts is not used in a technical legal sense. By very recent commercial usage the meaning of the word has been extended so as to comprehend combinations of corporations or capitalists for the purpose of controlling the price of articles of prime necessity, or the charges of transportation for the public. The formation of gigantic combinations for these purposes in late years has created alarm and excited the liveliest interest in the public mind. In the year 1888 the discussion of this problem seems to have become general, and in 1889 many legislatures, including our own, made laws to repress conspiracies. The legislation was aimed at combinations for the purpose of affecting the prices of articles of prime importance in commerce, or rates of transportation. The words "to create" were intended only as a general expression of the purpose of the law and that the acts defined in the subsequent members of the section were intended as a specific definition of what was meant in the first. The case stated in the petition does not come within the provisions of the statute.

THE COMMON LAW.

This court is not prepared to concur with the court of civil appeals in holding that the whole act is inoperative. It is true that while trusts are defined in the first section, nowhere are they expressly declared unlawful—there is a clear hiatus. But the legislature evidently intended to affix a punishment to some acts, and it is reasonable to presume that the acts they have defined were those intended to be forbidden. This is made more evident by the sixth section, which declares that a violation of the provisions of the act is a conspiracy against trade. The court does not feel called upon to discuss the constitutionality of the statute. Are the acts charged against defendants unlawful at common law? Agreements, it is said, to raise or depress prices between persons engaged in the same business is a combination in restraint of trade. That such contracts are applied to certain kinds of business are unlawful in the sense that they are not valid there is no doubt; but whether the rule extends to every class of business is a different question. It extends to a business in which the public has a right, as railroad and telegraph companies. All combinations among dealers in provisions or other articles of prime necessity are deemed in law contrary to public policy, and contracts to effect or carry out such combinations are held void. Insurance is a mere contract of indemnity against a contingent loss. *It is not a business in which the public has any direct right.* No franchise is necessary, and no one has a right to demand of an underwriter that his property shall be insured at any rate. Labor is necessary to production and transportation, and is a necessity of commerce. It is advantageous to the public, and in that sense they have an interest in it. The services of professional men are likewise indispensable.

The public has an interest in them in the same sense in which it has an interest in the business of insurance. If insurance companies are to be brought within the rule that makes agreements to increase the price of merchandise unlawful, upon the ground that the public has an interest in their business, agreements among laborers and among professional men not to render their services below a stipulated rate should be held contrary to public policy and void upon the same ground.

COMBINATIONS

Among working men to increase or maintain their wages by unlawful means are unlawful. But are such combinations unlawful when the only means resorted to to accomplish their object is a refusal on the part of the parties to the agreement to accept employment at a lower rate of wages than that designated in the contract? The weight of authority is against the proposition that such a combination among workmen was indictable at common law. It does not follow that any agreement of that character is not against public policy and therefore void. Upon the question whether an agreement among workmen to raise their wages is contrary to public policy as being in restraint of trade, there is some conflict in the authorities. It has been held that a combination among compress companies by which they increased the price was not lawful [53 Tex., 172]. On the other hand the supreme court of Illinois held that an agreement among stenographers one of the objects of which was to control the price of work by its members was an illegal combination and would not be enforced [Moore vs. Bennett, 15 Law Rep., 36].

We cannot concur in the doctrine announced in that case. The business of stevedores is essential to commerce, and that of compressing cotton is an important aid to traffic in that staple. In that particular neither are secondary to the business of insurance. The public has an interest in the one just as it has in the other, and if it be law those engaged in loading ships and compressing cotton may combine to regulate their charges, *we see no good reason why insurance companies may not combine* for a similar purpose. The combination in this case is not illegal at common law. The court would not be understood as holding that the combination disclosed in this case is not detrimental to the public and that sound policy does not demand the suppression of that and all like organizations of a similar magnitude. This action can not be maintained. Reversed and rendered for defendants. Opinion by Gaines, J.

By reducing its capital stock to \$500,000 the Orient is enabled to present a large and attractive policyholders' surplus, which is always an inducement to insurers.

The Dutch have again invaded Manhattan island, the Nederlands Life Ins. Co. having established an agency in New York. The Dutch are a brave people; besides the managers of this company know that the American companies which pay 75 per cent commissions are playing a "bluff game."

Consumption and Life Insurance.

There recently appeared in a San Francisco daily newspaper the editorial statement that life insurance companies have put themselves on record as believers in the heredity and contagiousness of consumption. As the *Coast Review* knows of no such record, the attention of the editor of the *Medical Sentinel* of Portland was called to this newspaper statement. The editor kindly writes in reply as follows, and refers to the *Medical Sentinel* of April, 1893, for further discussion of the subject of tuberculosis. Dr. Coe's letter seems to be of such general interest that we print it all:

PORTLAND, OR., December 20, 1893.

Editor Coast Review:

In reply to your recent favor allow me to return answer in the order of your questions.

So far as known, no life insurance company has "put itself upon record as a believer in the heredity and contagiousness of consumption." And in speaking of consumption we will refer to tuberculous disease of the lungs.

Every company, as you know, has placed impassable bounds about an applicant whose history shows a prevalence of tubercular trouble in his family. This is not however on account of a theory of an inheritance of tuberculosis in such case, but of an inheritance of either weak lungs or lungs not possessing the power of resistance or control of such germs of tuberculosis as might come in contact therewith.

It is well recognized that tuberculosis is contagious, the bacillus tuberculosis being the exciting cause of the disease. This fact can be demonstrated at any time by taking the tuberculous sputum of a consumptive, cultivating it and inoculating an animal therewith, which will cause the animal at once to go into tuberculosis and will produce similar products in the new body. A person may have any form of disease of the lung and so serious indeed that death may ensue, but if the bacilli are not present and can not be found at the seat of trouble, no

tuberculosis exists. But even if tuberculosis is contagious, no insurance company that I know of has or can from a practical point of view take such fact into account in the selection of risks, because they do not know who among the applicants will be exposed to the specific poison, and being exposed contract the disease. The most the companies can do is to decline those risks whose family history demonstrates that they are specially liable to suffer from the ravages of the tuberculous bacillus.

Strictly speaking, it is quite likely that none of us who have reached manhood have escaped an absorption at some time or times of some of these bacilli. These bacilli require a fertile field to develop in, and the healthy lung does not offer such a site unless the number of bacilli shall be very large lodged in one circumscribed and minute portion of the lung. Under favorable conditions of life the bacilli are soon destroyed or encysted, and in either case does thereafter no harm, unless it be that later in life, in a degeneration of the tissues, bacilli which have been encysted are liberated, multiply, and more general infection then takes place.

While the disease is contagious, happily for mankind, the bacillus tuberculosis is conveyed from the body only in the fluids, and if the disease is confined to the lungs, in such case only through the products expectorated. These products can, if the patient be in possession of sufficient knowledge and intelligence, and has a disposition to shield others from his own disease, be so carefully secured and disinfected as to reduce the danger of contagion to almost a nil.

One has but to think of the way careless consumptives have during the past mingled freely and expectorated carelessly about their surroundings, and to see to-day patients suffering from this disease traveling about, expectorating and depositing their sputa upon our thoroughfares, to realize that a healthy lung is almost immune from danger from this bacillus. When we think that these

bacilli become dry, and mixing with the dust of room and street, are being often inspired into our own lungs with no evil effect, we realize that it requires something besides the germ to induce its disease.

On the other hand, when we behold the great number of people who annually die from this disease, we can readily see that the possibilities for reform in caring for this now recognized contagious disease are almost limitless.

In regard to your last question, it is proper to say that infants are sometimes born with tuberculosis present in their system, but in these cases the child has acquired the disease by the process of contagion while yet within its mother's womb. Again, children may acquire the disease through the milk of the mother.

Nature, however, makes a tremendous effort to overcome the disease in the very young, and to destroy the bacilli whether in lung, suppurating gland, as of the neck, or in tuberculosis of bone, as in hip disease, and attempts either by discharge in the medium of sputum or pus, or by enclosing such germs within an impervious capsule to prevent the otherwise certain death of the individual and extinction of the species by this the greatest present foe to physical man.

Yours very truly,

HENRY W. COE, M. D.

Another Mortgage Clause.

Editor Coast Review:

The average mortgage clause is yet far from acceptable, and notwithstanding a number of these have, in the last year or two, been reformed so as to eliminate certain objectionable features, there are many of them in vogue which are absolutely dangerous. It has been my observation that frequently these clauses are designed to mislead the underwriter, and I fear that it is customary to examine them loosely. Some two years ago few of these clauses contained a cancellation or a contribution clause. Latterly, however, through the demands of the companies, the loaning corporations have inserted these, thus rendering the clause

more acceptable. The intent of this communication is to call attention to a form recently coming to my notice, and which is so ingeniously drawn as to prove misleading. The clause in question varies from the usually accepted form, and contains some provisions that are worthy of notice, and should place all companies on their guard.

It is now conceded that the only safe wording of a policy relative to other insurance, or contribution, is to use the term "valid or not valid," and the present clause, while going so far as to admit within its confines the right of contribution, words it to this effect, "and if there be other *valid* insurance, etc." It will be easily seen that company "A" might be forced to exhaust its policy in settlement of a partial loss, and where the total insurance exceeds the damage. Again, in that part of the clause relating to subrogation, it reads, "At its option it may pay to the mortgagee the whole unpaid sums secured by said mortgage, with all interest and *any other disbursements* made by the mortgagee." This would make it possible to include payments not recoverable under the mortgage rights so subrogated. The remaining part of the subrogation clause in question is exceedingly defective, and so constructed as to give every latitude to the mortgagee or assigns, contracting the rights of the company. It is almost universally the case that these clauses make the loss payable to the mortgagee or "assigns," and while this clause does not differ in that respect, it goes so far as to express interpretation of this word by adding "notice of any transfer or assignment of either mortgage or trust deed, need not be given to the said insurance company," and further agrees that "foreclosure and *other proceedings*" shall not impair the rights of the beneficiary.

Some years ago an effort was made to have the P. I. U. adopt a form; surely the time is ripe for such concerted action. The office with which I am connected has had some very peculiar and interesting experiences under these

clauses, and are in themselves sufficient arguments for a reformation of what appears to be an increasing tendency to force the companies to alienate their rights under the contract.

R. W. OSBORN.

The Atlas Assurance Company.

It is understood that Mr. Yeo, at his recent visit, effected somewhat of a modification in the business organization of the Atlas on the Coast, and the latter will in future assume the shape of a branch instead of a general agency. The business, however, will continue to be carried on in the office of Messrs. H. M. Newhall & Co., and whilst members of the firm will act as directors of the branch, the management will remain in the hands of Mr. Devlin. Mr. Yeo believes the new organization will more perfectly answer the present requirements of the business; and in making the change, the Atlas is of course only putting itself into line with the other leading companies of the Coast. In this connection it may be well to add that Messrs. H. M. Newhall & Co. continue as general agents of the National Assurance Co. of Ireland, and the Boylston Insurance Co. of Boston.

An Atrocious Crime.

AN IDAHO RANCHER POURS OIL ON HIS HORSES
AND SETS FIRE TO HIS BARN AND HOUSE.

Recently there have been so many fires on ranches in Idaho, that incendiarism has been suspected. The insurance companies employed Detective McCarthy to investigate some of the fires, and he soon unearthed evidence of more than one incendiary fire. Two men have been arrested, and one of them, a most inhumane scoundrel, is in a fair way to do hard labor in the Idaho penitentiary for several years.

Charles Mason, a young man of twenty-one years, has voluntarily confessed, under oath, that J. M. Hammond, of Fremont county, Idaho, with whom he was living, set fire to the Hammond house and barn on November 25, 1893. Hammond told Mason that if he could keep a

secret they could make some money. They could make money by firing the buildings and collecting the insurance money. Mason refused to start the fire, but he drove Hammond's several horses into the barn at his request. Hammond took a coal-oil can and poured oil on the kitchen floor near the stove and set fire to it. The scoundrel then went to the barn and poured coal-oil over the unfortunate horses and over the floor, and applied a lighted match. House and barn and contents, including the poor beasts, were burned.

Both Hammond and Mason were arrested. The young man, who made the confession, has been released under \$1,500 bond. The chief villain, the elder man, being unable to give \$7,500 bail bond, now lies in jail. Efforts will be made to "spirit away" the chief witness, no doubt; but the prosecution has evidence enough to convict Hammond, and we may therefore hope that prison walls will for many years separate this wretch from the world which he disgraces. The Coast Review also invites the attention of the Society for the Prevention of Cruelty to Animals to Hammond's frightful deed.

The seeming ease with which doubtful claims, of whispered incendiary origin, have been collected from the insurance companies, up there among the ranches of Idaho, doubtless led to the perpetration of Hammond's cruel crime. The insurance companies, always too ready to pay claims on insufficient investigation, are in some degree to blame, but not more so than those merchants—like Buyer & Reich's sympathizers—who clamor against a thorough investigation and against the resistance of an exorbitant claim. Those companies and those agents who make a stand for an honest investigation and for the resistance of a dishonest claim, make a stand also against incendiarism, against high rates necessitated by incendiary fires, and against atrocious crimes like that of Hammond's.

The Manchester Fire, having absorbed the Albion, will present some much larger figures of assets and business.

"The Happy Medium Plan."

The secretary of what we must still class as an assessment company for the want of a better name, and because the members are subject to the liability of special assessment, writes us a letter in which he presents some arguments for his company's plan. We yield to the temptation to print a part of this letter, in the hope that it may provoke a reply from some old-line reader whose sword is always unsheathed for the "new-liner." Our correspondent says:

Editor Coast Review:

I have read with much interest your article entitled "What Shall We Call Them?" It is an exceedingly fair statement of the case in most respects. In fact, it is *good*. There is only one point that I would in any way criticise; that is in the next to the last paragraph in which you say "Having adopted fixed premiums the next step will be the creation of a legal reserve." To my mind we have struck that happy medium between the fixed and unyielding plan of the "old-line" companies while avoiding the irresponsibility of the assessment plan. Consider carefully whether the legal reserve, together with the policy contract that is issued by legal reserve companies, is not an element of weakness. Our plan gives us the strength of an adequate reserve with the ability to make good any impairment that can possibly occur by any reason whatsoever. I cannot call to mind a single case of an "old-line" company that has failed that could not have easily kept its head above water if it had not guaranteed absolutely to carry its risks at a fixed and absolute price. In these days of panics and crises, when the value of investments to-day may far exceed the value of to-morrow, it is a question as to whether the temporary condition of the accumulations of the "old-line" companies, measured by a 4% standard, would not place them in the category of technically and legally insolvent corporations, while in effect and to all purposes, so far as the policyholder is concerned, they are thoroughly sound

and solvent. Another point seems apparent, and that is that just as the amount of reserve was increased by decreasing interest rate from 4½ to 4% a few years ago, just so it is uncertain when some state or states will require a further decrease of interest from 4 to 3½% or even 3%. Such a reduction would certainly not affect the solvency of any of the leading "old-line" companies so far as their ability to pay their claims is concerned, but they might be adjudged legally and technically insolvent.

The Month.

FIRE—Frozen up and out—the Wash. Fire of Tiffin, O.

It is proposed in Chicago to pay a 7½ per cent brokerage on 15 per cent flat business.

Announcement is made of a projected new underwriters' union, covering the entire Atlantic Coast states.

The Insurance Company of North America has reinsured the retiring Nashville Fire, a twelve-year-old.

Woolen mill rates have been increased in New England. Woolen mills and woolen goods are bad risks now.

The Syndicate of Minneapolis has changed its name to the Minnesota Fire. No wonder. The state had no power to object.

A New Jersey merchant has been sentenced to fifteen years' imprisonment for arson. Pity a similar salutary example can not be made in San Francisco.

The Economic Fire office is about to be reorganized as the British Assurance Corporation, and will do a miscellaneous accident, fidelity and liability business.

Four non-union offices of some prominence are credited with an expressed resolution not to join the Western Union except on an unlimited commission basis.

The Niagara Fire has won a suit in a Missouri court. The company contested a loss, on the grounds that the insured had not complied with the conditions of the policy requiring him to make an annual inventory and to keep a cash account, the books containing both items to be deposited in an iron safe over night.

This the insured did not do. The court sustained the position of the company.

Announcement is made of a provisional agreement for the absorption of the Albion Fire (formerly the Fire Insurance Association) by the Manchester Fire, which takes over business and assets of the Albion. The Fire Insurance Association was formerly represented on this Coast.

*

LIFE—The Mutual Life has abolished executive specials.

The Christmas number of The Ingle-side, the United States Life's publication, was exceedingly handsome and readable.

Richard Hines is no longer agent of the Germania for Utah. There is trouble over his "lightning" methods of getting business—plenty of new business, but on time.

The Insurance Record issued a circular letter addressed to the president of every American life office, asking him if he would be willing to meet the officers of the other regular life insurance companies and discuss the commission question, so that action might be taken affecting the business of 1894. Favorable replies were received from President Bat-terson of the Travelers, President Dewey of the National Life of Vermont, President Bulkeley of the Aetna Life, President Stokes of the Manhattan Life, and others.

Supt. Pierce notified the insurance department of Missouri that the regular life insurance companies of New York "have severally adopted as their standard of valuation the net premium basis according to the Actuaries' or Combined Experience Table of Mortality, with interest at four per cent. per annum." This action of the companies having virtually invalidated the Roche "go-as-you-please" valuation law, the Missouri department withdrew its requirements of a schedule of all policies in force in every New York company, for valuation on a four per cent. basis. What was that fool Roche law enacted for, anyhow?

The Travelers is now writing a liability business.

Editorial Scribblings.

Fire underwriters breathed a sigh of relief when 1893 passed away. For long there had been little to hope from '93, outside of the Pacific Coast: and here on the Coast suspicious fires were increasing in number, and creditors of embarrassed claimants were resorting to dishonorable methods to compel the payment of dishonest claims. Even the last week of the year might contain an incendiary fire consuming many exposure hazards and sweeping away all profit. The air was charged with suspicion and apprehension. But happily the year went out without any pyrotechnic display. True, here and there a merchant or small manufacturer was burned out, and investigation disclosed the fact that creditors were about to attach, or that the insured was overstocked with goods which have recently greatly declined in value; but the determined stand taken by the underwriters in a notorious case has prevented much of that sort of thing. It is now known to be very improbable that a lighted match "carelessly" tossed into a rubbish heap may lead to the "purchase" of a stock of unsalable goods at the prices of a year ago, and there is therefore little more "carelessness" than usual.

* * *

Chicago has been figuring on its present population, on the basis of recent elections, and multiplying by 8.78 discovers that its happy and unhappy inhabitants number over 2,000,000. This announcement on the morning of the new year is supposed to have made that anniversary an unhappy one for all of the people of New York. The conclusion that Chicago has so many people may be too hasty, for the figures may prove rather that the politicians are expert ballot-box stuffers. Or it may be that New York, being in the grip of only one gang of thieves, always sure of a majority, does not poll its full vote. Under the stimulus of a narrow majority, with a full vote and clever stuffing, New York might easily demonstrate its possession of over 3,000,000 population. Chicago is in foolish haste

to assume the perplexing municipal problems of a 2,000,000 population. The magnificent country tributary to Chicago is without equal in the world, and in time it will create not merely the largest city in the Western hemisphere, but the largest city on the earth. We beg of the insurance antiquarian who five hundred years hence pores over these pages to note and comment on this bold prophecy. Chicago is a great city, not by virtue of its population, half of whom had better never have been born—it is a great city by virtue of its greatest of world's fairs and the indomitable "I will" spirit of the men who give it soul and character. Mere numbers are nothing, save as food for powder for a Napoleon, or creators of wealth for broad-minded and liberal men. When Chicago has 2,000,000 population the virtuous people of the city and state should put on sackcloth and ashes and prepare for a death struggle with the most vicious elements of the whole earth's population. Speaking insurance-wise, though Chicago be larger than New York, we shall never concede its equality with the seaport city until it has as many and as good insurance companies. Until then the Illinois town will be provincial, mushroom, and dependent, presenting proofs of an existence on borrowed capital, and therefore a mere suburb of the commercial "down-town" or old city New York. Our Chicago insurance exchanges should begin the advocacy of the organization of home insurance companies, and point out the fact that about all the insurance profits are made west of the Alleghenies.

* *

The fire underwriters made a great deal of money out of the World's Fair. That there was no serious loss—excepting always the loss of life at the cold storage fire—was because of the fire-preventive conditions imposed by the underwriters. But what did the fire insurance companies do toward making the Fair a success? We have seen no list of insurance companies contributing anything. The Chicago underwriters no doubt contributed, in common with other enterprising citizens; but the absence of any charac-

teristic "exhibit" by the insurance companies, and of any monetary contribution, is painfully conspicuous. No satisfactory insurance "exhibit" could have been made, in the midst of the numberless and more attractive exhibits, it is true; but in view of the enormous profit made by the fire insurance companies it is to be specially regretted that the proposed insurance exhibit was not made, or that an underwriters' "public comfort" building was not erected on the grounds, as an expression of the good will and an evidence of the liberal support of one class of corporations—a class, too, not altogether "popular." Such a building would have been worth all its cost if its walls had supported on all sides only this inscription as the sole exhibit of American fire underwriters: "The average fire underwriting profit in the United States is only four per cent of the premium!" Millions of visitors would have read and remembered it.

* *

Speaking of the Columbian Fair reminds us of the California Midwinter Exposition. The buildings are nearly completed, but the exhibits will not all be in place for a month. This Palm City is really wonderful—a gorgeous oriental city on the last shore line of the occident, surrounded by mountains on three sides and by the Pacific ocean on the west. The view of this fair white city, with its shining domes and minarets, its flying flags, and its lofty central tower, especially the view from the hills, is very attractive. The fire prevention measures—the apparatus, water mains, and regulations—were published in a complete and trustworthy form, for the first time, in the December Coast Review.

* *

When the Pacific Bank failed, Insurance Commissioner Wilson had \$2,988 of the department's funds on deposit there. Now the state controller demands the money from the commissioner, who refuses to pay. The state's attorney holds the commissioner personally liable. As Mr. Wilson has a big safe in the office, and is not authorized to deposit the

state's funds in a bank, he will probably have to pay up, and should be prepared to look as pleasant as possible under the circumstances.

* * *

Portland is one of the best towns in the country. It is solid, prosperous, independent, and is located in one of the finest tributary valleys (the Willamette) in the world. Modern, handsome buildings are now being erected. San Francisco would be vain of some of them. The situation is fine—in some parts beautiful, with the finest mountain peak views in America. Portland's future is assured, come what may. It may not remain always the largest city in the Pacific northwest, but it will be a much larger city than it is. Portland has all needed elements of an enduring prosperity—perhaps too many, thus making the composite spirit—to coin a phrase—over confident, or rather, too dependent on natural resources. Insurance-wise, Portland seems a good town. Wealth and prosperity count for much in the moral hazard, and the moral hazard counts for much in considering the collective as well as the individual risk. It is a fine field for a local company; but the local company with local capital must always contend with stockholders who see opportunities for mortgage investments at a temporarily high rate of interest, and who do not see the value of a good and long-established underwriting plant.

* * *

Here in San Francisco our mercantile interests suffer from the domination of old foggy merchants who continue to demand the profits of stage-coach days. Our wholesale merchants are retailers. Wholesale grocers have their retail customers, and other wholesalers advertise "goods at retail." They are greedy for the retailers' profits and do not protect their own customers. Some of our so-called "great merchants" began life as peddlers with pack on back, and they have been asking the peddler's "cent per cent" profits ever since. Hence the provincialism of San Francisco, and lost

trade, and languishing enterprises, and reduced stocks, and stationary premium receipts by insurance companies. The decline of San Francisco business is not wholly owing to panic or tariff changes. Our merchants are largely responsible for the present condition of affairs, because of their petty, provincial and dependent spirit, an illustration of which was presented when a number of them, at the solicitation of interested parties (assignees) agreed to boycott the companies which, after due investigation, refused to pay a largely excessive claim presented by a firm which has made an assignment. The matter was none of the business of these meddling merchants, yet they allowed themselves to be used as cat's-paws to pull somebody else's chestnuts out of the fire. No wonder the merchants of competing towns are able to undersell such men "under their very noses." We are certain, and we are glad, that no other city in the country, certainly no other equally large city, must confess to any similar boycott or attempted boycott of underwriters for discharging a duty which they owe to themselves, to their stockholders and to society.

Life Paragraphs.

The New York Life now prints on each application form in red ink a notification that rebate is illegal. This is good, as far as it goes; but what does the applicant care so long as there is no penalty for his accepting the rebate?

* *

The cases of Sallie E. Hillmon versus the Mutual Life, New York Life and Connecticut Mutual, in the federal court for the district of Kansas, begun in 1880, are again set for trial this month. The first and second juries, in 1882 and 1885, failed to agree, but at the third trial in 1888 the jury found a verdict for the plaintiff. A new trial was granted, which takes place this month. Meantime the alleged dead Hillmon has obligingly come forward and surrendered himself. This famous case has a parallel in that of the equally famous Wackerly case, where

the "mourning widow" was confronted by her "deceased husband" in court.

* *

E. Duncan Sniffen, of whom The Coast Review some years ago printed uncomplimentary things, has sued the New York Life Insurance Company at St. Paul for \$236,510, alleged to be due for commissions under a "violated contract." Sniffen is of the "lightning" variety.

Chief Coast Fires in 1893.

THE INSURANCE LOSSES THEREAT IN ROUND NUMBERS OF TEN THOUSAND OR MORE.

| | |
|---|----------|
| January—Butte City, Mon | \$11,000 |
| Spokane, Wash | 40,000 |
| Durango, Colo. (S. F. agencies) | 13,000 |
| Boca, Cal | 40,000 |
| Danville, Cal | 20,000 |
| February—Snohomish, Wash | 10,000 |
| Portland, Or | 11,000 |
| Los Alamos, Cal | 17,000 |
| Red Bluff, Cal | 25,000 |
| March—Butte, Mon | 13,000 |
| Walla Walla, Wash | 17,000 |
| Park City, Utah | 17,000 |
| Ogden, Utah | 50,000 |
| Los Angeles, Cal | 15,000 |
| San Francisco | 26,000 |
| April—Salt Lake, Utah | 16,500 |
| Colfax, Wash | 50,000 |
| Patoha, Wash | 13,000 |
| Wardner, Idaho | 20,000 |
| Point Arena, Cal | 11,000 |
| Redondo, Cal | 11,000 |
| Visalia, Cal | 25,000 |
| San Francisco | 35,000 |
| San Francisco | 15,000 |
| May—Pullman, Wash | 10,000 |
| Portland, Or | 25,000 |
| Cambria, Wyo. (S. F. agencies) | 13,500 |
| East Las Vegas, N. M. | 10,000 |
| Bakersfield, Cal | 15,000 |
| Eureka, Cal | 15,000 |
| Ball's Ferry, Cal | 10,000 |
| Rocklin, Cal | 25,000 |
| June—Ballard, Wash | 17,000 |
| Tillamook, Wash | 14,000 |
| Visalia, Cal | 10,000 |
| San Francisco | 80,000 |
| Redwood, Cal | 10,000 |
| July—Fresno, Cal | 70,000 |
| Maxwell, Cal | 50,000 |
| Monterey, Cal | 13,000 |
| Oakland, Cal | 12,000 |
| Oroville, Cal | 12,000 |
| Susanville, Cal | 77,000 |
| Bullionsville, Nev | 25,000 |
| Nampa, Idaho | 14,000 |
| Gimsel, Idaho | 17,000 |
| Moscow, Idaho | 10,000 |

| | |
|--|--------|
| August—Fresno, Cal | 57,000 |
| Hanford, Cal | 32,000 |
| Merced Falls, Cal | 58,000 |
| Oakland, Cal | 63,000 |
| Oakland, Cal | 13,000 |
| Denver, Colo. (S. F. agencies) | 13,000 |
| September—Spokane, Wash | 19,000 |
| Spokane, Wash | 15,000 |
| Bonner's Ferry, Idaho | 13,000 |
| Lake Co., Cal | 15,000 |
| October—Montesano, Wash | 12,000 |
| La Grande, Or | 16,000 |
| Gold Beach, Or | 15,000 |
| Pueblo, Colo | 10,000 |
| Los Angeles, Cal | 11,000 |
| Turlock, Cal | 25,000 |
| San Francisco | 16,500 |
| November—Portland, Or | 13,000 |
| Eugene City, Or | 10,000 |
| Salt Lake City, Utah | 28,000 |
| Healdsburg, Cal | 11,000 |
| Stockton, Cal | 13,000 |
| San Francisco | 62,000 |
| December—Woodburn, Or | 18,500 |
| Snoqualmie, Wash | 23,000 |
| Puget Sound (boat) Wash | 15,000 |
| Belgrade, Wash | 12,000 |
| San Francisco | 80,000 |

Bond Investment Frauds.

The postoffice department has sent notices to the postmasters of the country forbidding them to deliver registered mail to bond investment swindles. Among those in the list are:

Guarantee Investment Co., Seattle, Wash.
 Pacific Coast Bond Investment Co., Ogden, Utah.
 Modern Investment Co., Pueblo, Colo.
 Workingmen's Investment and Bond Co., Denver, Colo.
 Denver Investment Bond Co., Denver, Colo.
 Guarantee Investment Co., Denver, Colo.
 Colorado Guarantee and Loan Co., Denver.
 Phoenix Loan & Investment Co., Denver.

We again call the attention of Post-office Inspector Irwin to the existence of similar investment swindles in San Francisco. They boldly advertise in the daily newspapers, which print editorial "puffs" for the misleading of ignorant people.

A Welcome Visitor.—The Coast Review, the most beautifully printed insurance journal in the world, is always to us a welcome visitor. It is doubly interesting to those who desire to keep posted upon insurance matters on the Pacific Coast. Its monthly list of fires in California and contiguous states, with the names and amounts of the companies involved, is prepared with the greatest care, and is always remarkably accurate. We hope the Coast Review will continue as prosperous as it deserves to be.—Insurance Agent, New Orleans.

December Fires.

OREGON.

| | |
|--|---------|
| 15. [Nov.] Portland, dwg: | |
| New Zealand | \$214 |
| 30. [Aug.] Portland, dwg and conts: | |
| New Zealand | \$1,273 |
| 25. Woodburn, gen'l fire: | |
| Western | \$1,000 |
| Hamburg-Bremen | 1,500 |
| Transatlantic | 500 |
| Springfield | 500 |
| Ins. Co. of N. A. | 1,500 |
| Lion | 1,000 |
| Imperial | 1,000 |
| Orient | 1,500 |
| Prov.-Washington | 500 |
| Palatine | 3,000 |
| Connecticut | 2,000 |
| Scottish Union | 2,000 |
| Fire Ass'n, Pa. | 1,500 |
| Queen | 500 |

Total \$18,000

16. [Septem.] Klamath Falls,
building and stock:

New Zealand \$1,123

7. [Nov.] Eugene, wheat:

Home Mutual \$1,800

20. [Nov.] Tillamook, dwg and
furn:

Home Mutual \$500

16. Vinson, barn:

American, Pa. \$950

13. [Nov.] Hillsboro, dwg:

American Central \$488

6. Portland, wearing apparel:

Western, Toronto \$391

4. [Nov.] Portland, blg:

Delaware \$322

26. [Nov.] Portland, furni:

Queen \$233

9. Portland, dwg:

London \$2,100

5. [Nov.] Portland, bdgs and
conts:

Atlas \$1,013

4. Portland, barber shop:

Springfield \$325

22. Portland, fr dwg:

Oakland Home \$375

1. Portland, fr dwg:

German-American \$800

25. Portland, gen'l mdse:

North British \$1,500

Small losses \$ 2,000

Total Oregon 33,407

WASHINGTON.

5. Pullman, fr dwg:

German-American \$200

9. Pullman, fr dwg and conts:

Liver'l & Lon. & Globe . . . \$700

20. Pullman, lumber yard:

Liver'l & Lon. & Globe . . . \$696

27. Oakesdale, fr blg:

Lion \$250

9. Oakdale, hhd furni and dwg:

Oakland Home \$300

National, Hartford 400

4. Palouse, fr dwg:

Palatine \$100

31. Palouse, hhd effects:

National, Hartford \$1000

26. Pierce co. dwg and conts:

Norwich Union \$150

4. Walla Walla, fr dwg:

Phoenix of Hartford \$150

3. New Whatcom, fr hotel and
conts:

Orient \$606

Liver'l & Lon. & Globe . . . 2,700

Prussian National 500

17. Snohomish, fr dwg:

Hartford \$125

28. [Nov.] Ilman, saloon:

North British \$1,500

9. Snohomish fr dwg:

North British \$500

1. Spokane, furniture, fixtures,
etc:

Imperial \$586

2. Spokane, fr dwg:

State of Penn. \$700

8. Spokane, br blg:

North British \$340

Alliance 399

27. [Sept.] Spokane, dwg:

American Central \$180

21. [Nov.] Spokane, br bldg:

N. Y. Underwriters \$253

14. Spokane, fr dwg:

N. Y. Underwriters \$1200

12. Dayton, fr dwg and furni:

Oakland Home \$924

14. Tacoma, fr store bldg:

Norwich Union \$603

Queen 500

28. Mount Vernon, dry kiln:

Liver'l & Lon. & Globe . . . \$650

29. Mt. Vernon, fr shingle mill:

Lion \$300

Imperial 300

26. Snoqualime, saw mill:

Hamburg-Bremen \$2,500

Niagara 2,500

Transatlantic 1,000

Manchester 1,500

Palatine 3,500

American, N. J. 1,000

Phoenix, Hartford 2,000

Caledonian 1,500

Home, N. Y. 2,000

Prussian National 1,000

Lion 1,500

Imperial 1,500

United States 1,000

Total \$22,500

16. Puget Sound, steamer:

Alliance \$1,600

10. Puget Sound, steamer:

Alliance \$3,000

Caledonian 1,000

Hamburg-Bremen 1,250

London 5,000

Manchester 1,000

Total \$13,250

27. Seattle, fr dwgs:

North British \$1,200

19. Seattle, dwg:

American Central \$200

10. Seattle, fr dwg and conts:

N. British & Mercantile . \$1,199

— Seattle, mdse:

Phoenix, Hartford \$500

— Seattle, fr dwg:

Phoenix, Hartford \$100

2. Seattle, hhd furni:

Lion \$207

27. Seattle, fr dwg:

Home, N. Y. \$160

2. Chehalis co., fr dwg:

Phenix, Brooklyn \$2,200

11. [Nov.] near Chehalis, dwg
and barn:

Atlas \$462

30. [Nov.] Farmington, brew-
ery, etc.:

Home Mutual \$1,400

Small losses \$ 6,000

Total, Washing'n 68,347

IDAHO.

— Blackfoot, blgs and conts:

Phoenix, Hartford \$1,000

German-American 1,400

17. Ross Fork, hhd furni:

Orient \$800

22. Nez Perce, barn and hay:

Phenix, Brooklyn \$3,450

16. [Nov.] Ovid co., hhd furni:

Continental \$750

1. [Nov.] Fremont co., dwg and
granary:

Continental \$890

27. [Nov.] Hendrick, elevator:

Phoenix, London \$1,430

14. Fremont co., dwg and gran-
ary:

Continental \$650

29. Pocatello, blg:

London and Lancashire . . \$450

17. [Oct.] Pocatella, fr dwg:

N. Y. Underwriters \$275

11. Genesee, fr dwg and barn:

Home, N. Y. \$955

Phoenix, Hartford 955

26. Latah co., fr barn:

Phoenix, Hartford \$300

29. De Lamar, fr hotel and conts:

Liv. & Lon. & Globe . . . \$1,400

.Etna 1,050

— Clifton, gen'l mdse:

.Etna \$1,500

| | |
|----------------------------|----------|
| 28. Cœur de Alene, fr dwg: | |
| Imperial | \$300 |
| Small losses | \$ 1,700 |
| Total Idaho | 18,980 |

MONTANA.

| | |
|---------------------------------|---------|
| 26. Belgrade, fr bdgs and mdse: | |
| Palatine | \$1,500 |
| Phenix, Brooklyn | 1,200 |
| Westchester | 1,700 |
| Manufact'rs & Builders | 1,500 |
| Fireman's Fund | 1,000 |
| Transatlantic | 1,050 |
| Oakland Home | 1,250 |
| Ætna | 1,500 |

Total \$10,700

| | |
|----------------------------|-------|
| 9. Butte City, gen'l fire: | |
| Prov.-Washington | \$277 |
| Fireman's Fund | 555 |
| Hartford | 555 |
| Teutonia | 237 |
| Granite State | 215 |
| Reading | 215 |
| Union, London | 237 |
| Alliance | 238 |
| Orient | 693 |
| Ætna | 964 |

| | |
|-------------------------|-------|
| 20. [Oct.] Ramsey, blg: | |
| Delaware | \$400 |

| | |
|----------------------------|-------|
| 22. [Nov.] Helena, church: | |
| New Zealand | \$179 |

| | |
|---------------------------|-------|
| 25. [Oct.] Helena, furni: | |
| Delaware | \$558 |
| American Central | 223 |

| | |
|--------------------------|-------|
| 5. Fort Benton, brk blg: | |
| North British | \$175 |

| | |
|------------------------------|-------|
| 8. Bozeman, stock of marble: | |
| Westchester | \$400 |
| Oakland Home | 625 |

| | |
|--------------------------------------|-------|
| 21. Anaconda, stock of general mdse: | |
| Prov.-Washington | \$366 |

| | |
|--------------------|-----|
| Manchester | 500 |
| Caledonian | 500 |
| N. Y. Underwriters | 369 |

| | |
|--|-------|
| 26. Big Timber, iron and fr livery stable: | |
| Caledonian | \$900 |
| Royal | 900 |

| | |
|---------------|----------|
| Small losses | \$ 1,000 |
| Total Montana | 21,961 |

NEVADA.

| | |
|--------------------------------|---------|
| 21. Aurora, brk store: | |
| Alliance | \$500 |
| — Washoe co., fr dwg and barn: | |
| Phenix, Brooklyn | \$3,500 |

UTAH.

| | |
|---|---------|
| 28. [Nov.] San Pete co., dwg and conts: | |
| Continental | \$1,300 |

| | |
|-------------------------------|-------|
| 29. Salt Lake City, fr store: | |
| North British | \$600 |

| | |
|----------------------|-------|
| 11. Salt Lake, mdse: | |
| Lion | \$125 |

22. [Nov.] Salt Lake City.

| | |
|------------------|-------|
| mdse and blg: | |
| American Central | \$271 |

| | |
|----------|-----|
| Delaware | 466 |
| Atlas | 256 |

| | |
|--------------|-----|
| North German | 542 |
| London | 100 |

| | |
|----------------|-----|
| Lancashire | 299 |
| 1. Logan, dwg: | |

| | |
|-------------------------|-------|
| Rochester | \$150 |
| 2. Salt Lake City, dwg: | |

| | |
|--------------------------------|-------|
| Franklin | \$300 |
| 11. Brigham City, law library: | |

| | |
|---------------|-------|
| Transatlantic | \$492 |
| Palatine | 500 |

| | |
|-----------------------------------|-----|
| Hartford | 985 |
| 3. [Oct.] Salt Lake City, fr dwg: | |

| | |
|----------------------------------|---------|
| N. Y. Underwriters | \$1,479 |
| 22. [Nov.] Salt Lake City, mdse: | |

| | |
|------------------------------|-------|
| United Firemens | \$428 |
| 23. Cache co., hay in stack: | |

| | |
|--------------------------------|-------|
| Hartford | \$400 |
| 21. Mount Pleasant, adobe blg: | |

| | |
|-----------------------|-------|
| Hartford | \$100 |
| 3. Weber co., fr dwg: | |

| | |
|--------------|--------|
| Hartford | \$800 |
| Small losses | \$ 900 |

| | |
|------------|--------|
| Total Utah | 10,433 |
|------------|--------|

COLORADO.

| | |
|--------------------------------|---------|
| 30. [Nov.] Antonita, elevator: | |
| Imperial | \$1,000 |

| | |
|--------------------------------|-------|
| National of Hartford | 1,000 |
| 2. Denver, stock of dry goods: | |

| | |
|-------------------------|-------|
| Alliance | \$125 |
| 6. Gunnison, fr office: | |

| | |
|--------------------|-------|
| Alliance | \$750 |
| 5. Gunnison, mdse: | |

| | |
|-----------------------------------|-------|
| Firemans Fund | \$483 |
| 11. Colorado Springs, dairy barn: | |

| | |
|----------------------|---------|
| National of Hartford | \$1,200 |
| 8. Loveland, hay: | |

| | |
|----------------------|-------|
| National of Hartford | \$392 |
| 14. Lake City, dwg: | |

| | |
|------------------------------------|-------|
| National of Hartford | \$360 |
| 12. Las Animas co., dwg and furni: | |

| | |
|------------------------|-------|
| Palatine | \$700 |
| 12. Leadville, fr dwg: | |

| | |
|--|-------|
| Scottish Union & Nat'l | \$278 |
| 25. [Nov.] Denver, brk church and conts: | |

| | |
|------------------------------|-------|
| N. British & Mercantile | \$117 |
| 3. Pueblo, br blg and conts: | |

| | |
|-------------------------------|---------|
| N. British & Mercantile | \$1,300 |
| 16. Denver, fr blg and conts: | |

| | |
|-------------------------|-------|
| N. British & Mercantile | \$163 |
| 15. Weld co., fr dwg: | |

| | |
|-------------------------------|-------|
| Svea | \$700 |
| 12. Cimaron, fr blg and mdse: | |

| | |
|--------------|--------|
| Imperial | \$597 |
| Small losses | \$ 900 |

| | |
|----------------|--------|
| Total Colorado | 10,005 |
|----------------|--------|

ARIZONA.

| | |
|------------------|-------|
| 2. Tucson, mdse: | |
| Lion | \$400 |

| | |
|------------------------|-------|
| 19. Tucson, adobe blg: | |
| North British | \$350 |

| | |
|------------------------------------|-------|
| 30. Phoenix, hhd furni and fr dwg: | |
| Granite State | \$400 |

| | |
|------------------|-----|
| Phenix, Brooklyn | 400 |
| American, Pa | 400 |

| | |
|-------------------------|-------|
| 18. Phoenix, brk store: | |
| Palatine | \$150 |

| | |
|----------------|-----|
| Royal | 464 |
| American, N. Y | 275 |

| | |
|----------------------------------|-------|
| 26. [Oct.] Flagstaff, store blg: | |
| Atlas | \$308 |

| | |
|-----------------------------|-------|
| — Prescott, fr quartz mill: | |
| Phoenix, Hartford | \$300 |

NEW MEXICO.

| | |
|------------------------|-------|
| 31. Kingston, brk blg: | |
| National, Hartford | \$150 |

ALASKA.

| | |
|------------------------|-------|
| 20. Sitka, stock mdse: | |
| German-American | \$250 |

WYOMING.

| | |
|--|---------|
| 29. [Novem.] Sheridan, saloon and furni: | |
| North British | \$4,100 |

| | |
|------------------------------|-------|
| 28. [Nov.] Cheyenne, fr blg: | |
| Scottish Union and Nat'l | \$339 |

BRITISH COLUMBIA.

| | |
|--|-------|
| 15. New Westminster, fr dwg and furni: | |
| Phenix, Brooklyn | \$500 |

| | |
|------------------------|-------|
| 20. Vancouver, fr dwg: | |
| Hartford | \$400 |

HAWAII.

| | |
|-------------------------------|-------|
| 27. [Nov.] Honolulu, fr blgs: | |
| Lion | \$116 |

| | |
|----------|-----|
| Imperial | 133 |
|----------|-----|

Total outside territory \$187,221

CALIFORNIA.

| | |
|--------------------------------|--------|
| 3. Delano, mdse, general fire: | |
| Imperial | \$ 903 |

| | |
|---------------|-------|
| Home, N. Y. | 450 |
| Norwich Union | 2,653 |

| | |
|-------------------|-------|
| Palatine | 1,761 |
| Phoenix, Hartford | 880 |

| | |
|--|-----|
| Lion | 903 |
| 29. Bakersfield, br dwg and hhd furni: | |

| | |
|------------------|-------|
| Commercial Union | \$850 |
| Alliance | 750 |

| | |
|---|---------|
| 29. [Nov.] Capay Valley, Yolo co., fr dwg and windmill: | |
| Oakland Home | \$2,040 |

| | |
|--|-------|
| Home Mutual | 2,367 |
| 14. Grass Valley, fr dwg, hhd furni, etc.: | |

| | |
|-----------------|-------|
| Caledonian | \$150 |
| American, N. J. | 100 |

| | |
|------------|-----|
| Manchester | 200 |
|------------|-----|

9. Corma, fr dwg:
London & Lancashire . . . \$400
4. Contra Costa co., hotel furn:
Westchester . . . \$500
16. Amador co., dwg & conts:
Continental . . . \$550
9. Chico, furni and dwg:
Pacific . . . \$150
California . . . 600
12. Colton, fr dwg:
Palatine . . . \$400
31. Auburn, dwg:
National, Hartford . . . \$1,000
11. Colusa co., fr bldg, fix-
tures, etc.:
Phenix, Brooklyn . . . \$375
American, Pa . . . 550
Pennsylvania . . . 550
26. Brownsville, dwg:
Firemans Fund . . . \$300
18. Azusa, barn:
Scottish Union . . . \$100
19. (Nov.) Alameda co., dwg:
New Zealand . . . \$200
22. Hanford, saloon & hotel:
Scottish Union . . . \$192
Ins. Co. of N. A. . . . 333
4. Hanford, dwg:
Prussian National . . . \$250
— Caldwell, hotel, etc.:
Commercial Union . . . \$3,500
21. Gilroy, mdse:
Imperial . . . \$100
Phenix, Brooklyn . . . 100
Lion . . . 133
Westchester . . . 150
Pennsylvania . . . 100
9. Golden Gate, dwg:
London . . . \$1500
1. Greenfield, fr dwg & furni:
Phenix, Brooklyn . . . \$1,455
11. Glenn co., fr blg and mdse:
Phenix, Brooklyn . . . \$800
17. Glenn co., dwg & barn:
American, N. J. . . . \$430
Manchester . . . 600
29. [Nov.] Fowler, fr saloon:
N. Y. Underwriters . . . \$617
10. Fresno, baled hay:
Fire Ass'n of Pa. . . . \$420
4. Fresno, dwg:
Sun, S. F. . . . \$865
10. Fresno, fr bldg, mchy, etc:
Manufacturers & Builders . . . \$500
Providence-Washington . . . 900
Orient . . . 900
Palatine . . . 2,500
Scottish Union . . . 2,500
12. Healdsburg, hhd furni,
etc.:
American of Pa. . . . \$100
14. [Nov.] Los Angeles, dwg
and hhd furni:
New Zealand . . . \$1750
23. Los Angeles, fr dwg:
Phoenix, Hartford . . . \$476
27. [Nov.] Los Angeles, bldg:
North German . . . \$500
4. Los Angeles, fr dwg:
Connecticut . . . \$600
15. [Oct.] Los Angeles, mdse:
American Central . . . \$422
— Los Angeles, fr barn and
contents:
Phoenix, Hartford . . . \$1300
5. Los Angeles, fr dwg:
Phenix, Brooklyn . . . \$200
31. Mayfield, fr dwg & barn:
Phoenix, Hartford . . . \$400
Home, N. Y. . . . 400
23. Livingston, mdse and blg:
Firemans Fund . . . \$2,300
German-American . . . 2,314
Hartford . . . 1,368
19. Los Gatos, br dwg, piano:
Ætna . . . \$600
15. [Nov.] Mendocino co., barn:
New Zealand . . . \$445
19. Monrovia, dwg:
Firemans Fund . . . \$750
25. Merced co., ranch barn:
Hartford . . . \$1500
28. Merced co., barn:
Firemans Fund . . . \$800
10. Merced, br livery stable:
Magdeburg . . . \$ 736
Ætna . . . 1160
9. Maxwell, dwg and conts:
Home, N. Y. . . . \$300
Ins. Co. of N. A. . . . 320
17. Marysville, dwg:
Magdeburg . . . \$687
20. Marysville, br dwg:
Caledonian . . . \$130
14. Mendocino, fr dwg:
Liver'l & Lon. & Globe . . . \$500
9. Napa, farm property:
Ins. Co. of N. A. . . . \$140
3. Nevada City, fr dwg:
Caledonian . . . \$240
11. Oakland, br store and res-
taurant:
Alliance . . . \$1100
6. Oakland, dwgs and conts:
Sun, S. F. . . . \$2074
1. East Oakland, dwg & conts:
Boylston . . . \$610
National of Ireland . . . 619
Atlas . . . 1599
10. Orland, fr bldg:
American Central . . . \$400
Lion . . . 400
9. Pasadena, fr barn:
Pennsylvania . . . \$250
25. Pasadena, bldg:
London & Lancashire . . . \$600
13. Riverside, dwg and conts:
Ins. Co. of N. A. . . . \$2365
Liver'l & Lon. & Globe . . . 1500
15. Redlands, mdse:
Franklin, Pa. . . . \$150
18. Ross Landing, fr store &
mdse:
German-American . . . \$1750
10. Rialto, fr dwg:
Imperial . . . \$600
9. Plumas co., dwg, barn and
conts:
Continental . . . \$1,150
13. Solano, machine house and
granary:
Phenix of Brooklyn . . . \$650
11. Smith River, fr dwg and
furni:
London & Lancashire . . . \$1000
24. (Nov.) San Diego co., barn
and conts:
Continental . . . \$500
25. Santa Clara co., stable:
American . . . \$150
Franklin . . . 150
4. Santa Maria, fr dwg:
Liver'l & Lon. & Globe . . . \$127
6. Siskiyou co., dwg and furn:
Firemans Fund . . . \$1860
1. San Bernadino co., lodging
house, dwg, etc.:
Caledonian . . . \$610
Manchester . . . 610
Western . . . 610
Atlas . . . 610
4. Sonoma co., dwg:
Home Mutual . . . \$2500
19. Sonoma co., fr dwg:
Home Mutual . . . \$1000
24. [Nov.] Shasta co., barn
and hay:
National of Ireland . . . \$500
15. Near San Rafael, bldg and
stock:
London & Lancashire . . . \$1350
7. San Jose, general fire:
Liver'l & Lon. & Globe . . . \$288
Phenix, Brooklyn . . . 102
Ætna . . . 600
North British . . . 175
26. San Jose, bldg:
Prussian National . . . \$663
14. San Jose, bldg and conts:
New Zealand . . . \$300
— San Jose, fr dwg:
14. (Nov.) San Jose, fr bakery:
N. Y. Underwriters . . . \$450
Home, N. Y. . . . \$122
15. San Jose, fr dwg and furn:
Commercial Union . . . \$1350
19. San Jose, fr dwg:
United States . . . \$100
26. San Luis Obispo, fr dwg
and furni:
Oakland Home . . . \$700
2. San Luis Obispo, fr dwg:
N. British & Mercantile . . . \$130
27. [Nov.] Stanislaus co., fr
granary:
North British . . . \$460

| | | | | | |
|----------------------------------|----------|-----------------------------------|--------|--------------------------|-----------|
| 15. [Nov.] Stockton, dwg: | | 8. Hhd furni: | | Western | 3000 |
| New Zealand | \$210 | Aetna | \$618 | London & Lancashire | 3500 |
| 13. Sacramento co., fr dwg: | | 6. Fr dwg and conts: | | Prussian National | 1250 |
| Oakland Home | \$250 | Liver'l & Lon. & Globe | \$130 | Palatine | 2750 |
| 19. Sacramento, carriage and | | 5. Fr bldg: | | Westchester | 2500 |
| hhd furni: | | London & Lancashire | \$100 | Liver'l & London & Globe | 1000 |
| United States | \$805 | 27. Dwg and conts: | | Aetna | 1700 |
| 9. [Sept.] Sacramento, paints | | London & Lancashire | \$150 | Phoenix, London | 700 |
| and oils: | | 4. Stock of fancy goods: | | Home Mutual | 3500 |
| Westchester | \$190 | Western | \$700 | Pennsylvania | 2500 |
| 29. Sacramento, plumbers | | 8. Dwg: | | Phenix, Brooklyn | 2500 |
| stock: | | Firemans Fund | \$767 | American, Pa. | 1000 |
| Phoenix, London | \$325 | 7. Stock of liquors: | | Ins. Co. of N. A. | 1588 |
| 9. Sacramento, barn: | | German-American | \$105 | Sun. S. F. | 2500 |
| Sun. S. F. | \$200 | 3. [Oct.] Machinery: | | Alliance | 2200 |
| 10. Sacramento, buggies and | | Delaware | \$497 | National, Hartford | 2250 |
| harness: | | 10. [Nov.] Bldg: | | Fire Association of Pa. | 375 |
| Royal | \$207 | American Central | \$152 | Granite State | 950 |
| 7. Sacramento, fr dwg and furni: | | 21. [Nov.] Mdse: | | Prov.-Washington | 400 |
| N. Y. Underwriters | \$159 | American Central | \$700 | Scottish Union | 2600 |
| 1. Sacramento, dwg and furn: | | 12. Fr dwg: | | Norwich Union | 125 |
| North German | \$287 | Alliance | \$600 | Royal | 2500 |
| 9. Sacramento, bldgs: | | 4. Fr tailoring store: | | Springfield | 1400 |
| North German | \$800 | Alliance | \$76 | Hamburg-Bremen | 2500 |
| 7. West Point, school bldg: | | Royal Exchange | 282 | N. Y. Underwriters | 2000 |
| Home Mutual | \$1239 | 11. Fr dwg: | | North British | 2150 |
| — Watsonville, baled hay: | | Royal Exchange | \$500 | Transatlantic | 450 |
| Phenix, Brooklyn | \$100 | 6. Dwg and conts: | | Rochester German | 500 |
| 21. Tulare, dwg and conts: | | Hartford | \$116 | Union of London | 700 |
| Phenix, Brooklyn | \$2500 | 6. Stock gen'l mdse: | | Merchants of N. J. | 1500 |
| 12. Tehama co., hay & mchy: | | Union, London | \$ 700 | Glens Falls | 2000 |
| Manufact'rs & Builders | \$280 | Royal | 1798 | Aachen & Munich | 2000 |
| 21. Valisia, paints, oils, etc: | | Palatine | 3000 | Hamburg Magdeburg | 2173 |
| Palatine | \$500 | 25. Fr dwg: | | Queen | 1200 |
| 1. Ventura co., fr dwg: | | Imperial | \$115 | Franklin | 150 |
| Phenix, Brooklyn | \$600 | 11. [Nov.] Furniture wareh'se: | | American, Mass | 1150 |
| 28. Willows, fr dwg & furni: | | Transatlantic | \$1280 | Patriotic | 1300 |
| Commercial Union | \$500 | 8. Fr dwg and barn: | | Total | \$78,083 |
| Helvetia | 500 | North British | \$1500 | Guardian & Sun, esti- | |
| Small losses | \$13,000 | London | 1917 | mated | 30,000 |
| Total California, | | Springfield | 1150 | Small losses | 6,200 |
| S. Fran. exc'd. | \$112,55 | 14. (Sept.) Wall paper stock: | | Total San Fran- | |
| SAN FRANCISCO. | | Farragut | \$227 | cisco | \$107,998 |
| 20. Fr dwg: | | 10. (Nov.) Brk bldg: | | Total California | \$220,549 |
| Commercial Union | \$150 | N. Y. Underwriters | \$305 | Total Pac. Coast | 407,770 |
| 4. Hotel: | | 3. Chinese mdse: | | Total for year '93 | 5,646,399 |
| Palatine | \$120 | National, Hartford | \$160 | Total for year '92 | 5,348,282 |
| 2. Hhd furni: | | 25. Gen'l fire, printing offices, | | Estimated <i>adjust-</i> | |
| North German | \$350 | presses, mchy, etc. | | ed loss ratio, | |
| 11. [Nov.] Stock of furni: | | Firemans Fund | \$ 450 | 1893 | 49% |
| New Zealand | \$865 | Caledonian | 4700 | Average loss ra- | |
| 29. [Nov.] Sewing machines: | | Baloise | 1000 | tio, 1892. | 44% |
| New Zealand | \$500 | Helvetia | 4762 | | |
| 5. Stock and fixtures: | | American, N. J. | 2400 | | |
| Prussian National | \$395 | Manchester | 2750 | | |

The Travelers calls special attention to its annuity plan, payable in installments instead of a lump, furnishing a regular income to wife or children. This excellent plan is "backed up" by \$2,579,794 surplus. W. W. Haskell, general agent: J. E. Finnegan, city agent.

C. P. Ferry, formerly an "insurance man," is lecturing in the East on the state of Washington. Our loss reports afford good material for a lecture on "the state" of Washington.

Three Systems Life Insurance, \$2.50.

The Pacific Coast Monthly Fire Insurance-Loss Record for 1893: by States, Territories, Etc.

| MONTHS. | SAN FRANCISCO. | CALIFORNIA, EXCEPT SAN FRANCISCO. | CALIFORNIA, TOTAL. | OREGON. | WASHINGTON. | IDAHO. | MONTANA. | NEVADA. | UTAH. | ARIZONA. | COLORADO. | TOTAL, 1893.* | TOTAL, 1892.* | TOTAL, 1889.*† |
|--------------------|----------------|-----------------------------------|--------------------|-----------|-------------|-----------|-----------|----------|-----------|----------|-----------|---------------|---------------|----------------|
| January. | \$8,220 | \$63,173 | \$191,393 | \$19,660 | \$93,625 | \$7,997 | \$25,901 | \$11,000 | \$5,000 | \$. | \$30,782 | \$367,760 | \$229,442 | \$138,285 |
| February. | 8,215 | 115,450 | 113,671 | 30,503 | 40,440 | 18,716 | 11,495 | 11,000 | 12,842 | . | 17,383 | 277,968 | 263,513 | 140,393 |
| March. | 49,700 | 58,787 | 133,487 | 23,425 | 49,696 | 4,000 | 28,430 | 7,000 | 82,229 | 3,250 | 25,734 | 340,866 | 212,214 | 93,256 |
| April. | 86,966 | 115,581 | 202,547 | 12,200 | 85,665 | 21,032 | 11,615 | 1,750 | 20,776 | 3,880 | 13,633 | 392,633 | 257,980 | 174,412 |
| May. | 24,380 | 148,904 | 173,314 | 29,625 | 45,777 | 3,700 | 12,714 | 7,711 | 9,800 | 500 | 17,872 | 357,970 | 491,268 | 282,174 |
| June. | 115,294 | 162,570 | 267,864 | 44,129 | 61,564 | 6,313 | 10,676 | 686 | 7,363 | 9,423 | 14,636 | 454,457 | 753,033 | 2,763,268 |
| First Six Months. | \$3,275 | \$779,531 | \$1,682,276 | \$159,202 | \$376,727 | \$62,358 | \$100,831 | \$28,131 | \$137,710 | \$7,053 | \$120,040 | \$2,191,454 | \$2,207,480 | \$3,591,788 |
| July. | 34,545 | 475,214 | 509,719 | 37,852 | 75,097 | 53,469 | 34,819 | 27,133 | 27,168 | 16,669 | 19,378 | 968,579 | 882,166 | 1,258,827 |
| August. | 17,692 | 396,359 | 414,051 | 21,018 | 71,776 | 21,018 | 26,775 | 600 | 27,163 | 2,000 | 35,176 | 646,829 | 703,704 | 2,812,580 |
| September. | 24,331 | 212,186 | 236,517 | 35,752 | 45,359 | 40,883 | 21,689 | 1,700 | 22,291 | 9,500 | 11,954 | 525,191 | 512,237 | 512,237 |
| October. | 77,425 | 205,930 | 283,375 | 67,303 | 67,349 | 15,773 | 16,650 | . | 20,635 | 6,732 | 18,000 | 511,563 | 531,869 | 126,254 |
| November. | 109,172 | 133,511 | 242,683 | 37,434 | 69,755 | 6,975 | 6,200 | 3,400 | 52,932 | 1,183 | 13,805 | 395,000 | 497,739 | 174,094 |
| December. | 78,853 | 112,551 | 220,549 | 33,467 | 68,347 | 19,000 | 23,000 | 4,000 | 8,000 | 4,000 | 10,000 | 467,770 | 310,203 | 216,115 |
| Last Six Months. | \$341,208 | \$1,535,771 | \$1,906,891 | \$253,402 | \$357,063 | \$157,208 | \$130,108 | \$56,833 | \$155,527 | \$40,084 | \$109,551 | \$3,454,945 | \$3,313,635 | \$5,100,107 |
| Total, 1893. | 643,953 | 2,315,362 | 2,959,170 | 412,604 | 733,790 | 219,566 | 230,939 | 64,964 | 293,237 | 57,137 | 229,591 | 5,616,399 | 5,521,115 | 8,691,892 |
| Average per month. | 53,663 | 193,000 | 249,100 | 34,400 | 61,150 | 18,300 | 193,000 | 5,420 | 24,400 | 4,800 | 19,000 | 470,500 | 460,993 | 724,326 |

* Totals include small losses in New Mexico, Alaska, British Columbia, etc. † San Francisco agencies only. + Conflagration year—Six towns burned.

The Coast Review's New Dress.

The Coast Review is now in its twenty-fourth year, and it has many subscribers who are not as young as when they began to read the Coast Review twenty years or more ago. We have noted the signs of time and hard work when many familiar faces of California and Sansome and Montgomery and Pine streets first appeared with eye-glasses. What a change even in so short a time as ten years! Spectacles and gray hairs are commoner now, but after all, the old spirit of the '70's is still dominant. The hair may be frosty, but the blood is still warm, and the business of underwriting in this field is conducted with the energy of youth as well as with the wisdom of age. The extreme West is a model for the extreme East.

In deference to our older subscribers, over all the Pacific Coast, and scattered throughout the world, we have increased the size of our reading type from 7-point to 8-point, and have selected "modern Roman" because it gives the largest face on a given body. Perhaps we have in some degree sacrificed symmetry and beauty, but we have gained in legibility for many eyes. The increase in the size of the type, Publisher Edwards says, will be met by the printing of extra pages, so that the volume of reading matter will not be reduced. We shall be glad to hear from any of our readers, in approval or condemnation of The Coast Review's new dress. It is plain (that is plain to be seen), but then The Coast Review is no longer "sweet sixteen," and its more sober garb becomes its more mature years. Isn't that your view?

The Colorado statute makes railroad companies liable for fires caused by locomotives, regardless of negligence. It was because of this statute, in the main, that the Colorado supreme court decided that the fire insurance company has little or no equitable right in case of loss caused by locomotive sparks. The court said: "The insurance company voluntarily goes upon the line of the railroad

and insures property exposed to an extraordinary danger. The premium is presumably commensurate with the extraordinary hazard," and therefore the insurance company has no equitable claim to reimbursement from the railroad company for losses caused by fires from its trains. The statute of unconditional liability, according to this decision, is for the benefit of only those property-owners who are uninsured; and as their number is nominal, the statute is a dead letter. Why should the railroad company exercise any special care to prevent such fires, since the insurance companies must pay the losses, and the railroad is not liable to the insurer? The wording of the statute should be amended.

The State Investment.

Some time ago Mr. Edwards of The Coast Review gave notice of contemplated suit against the stockholders of the wrecked State Investment, and asked for an assignment of claims. A number of such claims against the company were assigned to him, and were placed in the hands of an able attorney. A thorough investigation has disclosed all-sufficient evidence that nothing can be recovered from the stockholders. President Brander and his confederates did their work well, and the solvent stockholders "unloaded" at the right time, placing their stock with the company itself or with men from whom not a dollar can be collected by legal process.

There was a deliberate swindle on the part of both the management and the stockholders. The latter shirked their just obligations, and found willing tools in President Brander and the directors. What makes their offense a more grievous violation of law and morals is the fact that for many years these stockholders "drew down" yearly fat twelve per cent. dividends, and forced the former managers to pay such dividends, in the face of extraordinary losses and a falling surplus, on pain of dismissal from the service of the company.

The failure of the State Investment is a disgrace to California, not because of

failure itself, but because of the gross dishonesty characterizing it. Stockholders, directors and president have been dishonest, making false statements, selling or giving away stock to escape liability, and writing business long after the company was hopelessly bankrupt. The officials of the law have been negligent in their duties, also, in allowing the managers of this fraudulently managed company to go unwhipt of justice. There is plain need of more honesty and less politics in the affairs of government in this community. The attention of the grand jury should be called to this "rotten" failure.

Accident Notes.

The United States Mutual is undergoing an examination by the New York department.

*

The Guarantee Accident Lloyds (hybrid) of New York recently refused to pay a claim for injuries from the bite of a spider, on the plea that the claim came under the provisions of the policy exempting the company from liability for any accident caused by coming in contact with any poisonous substance. The regular companies pay such claims.

*

The newly appointed chief of the Los Angeles fire department is a one-legged man. While going to a fire in 1891 he was run over, and amputation was necessary. The Coast Review spoke of the accident at the time, and remarked on the impressive lesson thereof in behalf of keeping one's accident policy in force. Chief Moriarty was about to be insured, but he postponed the application just one day too long.

We know of an agent who deserves to be let alone. He is too foolish to be good for anything, or too dishonest to be trusted with an application. His employer subscribed for the Coast Review for him, and the subscription bill was inadvertently sent to this fool agent. He wrote back: "I never subscribed. If I have received it, then I have thrown it with other printed matter into the waste

basket." This southern California jack declares that, for seven months, he has monthly thrown unopened into a waste-basket a package weighing half a pound, because he didn't have the curiosity to open it. We believe he lies, and we pronounce him a dangerous agent, not because he lies and is a dishonest man, but because he lies foolishly and is a dishonest man without due and sufficient cause. We expect to read of him some day as an embezzler.

Fireworks—Responsibility of Municipal Corporations.

In 1887 at a political mass-meeting in Brooklyn there was a display of fireworks. A rocket entered an attic window of a house belonging to one Speir, and set fire to the building. Speir brought suit against the city, and obtained judgment. The municipality appealed, but the judgment was affirmed by the supreme court and later by the court of appeals. In this case the mayor had granted permission for the fireworks display, under a chapter of the city ordinances.

The trial judge found that the use of the street for the discharge of fireworks constituted a public nuisance, and that the city by licensing a public nuisance in the street was liable for any damage therefrom. The court of appeals held that this finding was amply justified. The court said:

The discharge of fireworks in a city under any circumstances is attended with danger. This display was managed by private persons under no official responsibility, and no municipal or public interest was concerned. Under the circumstances, in view of the place, the danger involved, and the occasion, the transaction was an unreasonable, unwarranted and unlawful use of the streets, exposing persons and property to injury, and was properly found to constitute a public nuisance.

If the city directed or authorized the discharge of the fireworks which resulted in the injury complained of, it is liable, and there seems to be no reason in justice which should deny the injured party reparation.

This decision of the highest court of the most populous state in the Union is an exceedingly important one, for it es-

tablishes the liability of municipalities for losses by fires caused by the authorized discharge of fireworks, at least when the conditions constitute the discharge of fireworks a public nuisance, as when the discharge is in the streets or in the populous districts of a city. The insurance companies suffering such losses are, by the law of subrogation, entitled to reimbursement.

Outside Territory Losses.

Following is a list of territorial losses for the year 1893 which do not appear in our territorial table, printed elsewhere:

| | |
|------------------|----------|
| Alaska | \$ 2,500 |
| British Columbia | 14,500 |
| Hawaii | 12,500 |
| New Mexico | 68,600 |
| Wyoming | 34,100 |

Review of the Year 1893.

We cull the following from the Weekly Underwriter's annual review:

Fire losses have certainly been larger in the aggregate in 1893 than in previous years, but whether they have been larger in proportion to the amount at risk can be disclosed only by the annual statements. There have been several large fires, notably those in Boston in the early part of the year; but the real trouble has been a steady loss which has been felt as it was during 1892 among the better class of fire insurance hazards. This year, too, the western field has been as unfortunate as the eastern, so that the year 1893 closes with a more widespread feeling of gloom than has been the case for many years.

There are those who believe that this steady downpour of fire losses has been the result of commercial depression felt all over the country causing incendiary fires, while others feel sure that the losses are the result of physical causes which can be explained to some extent by the additional and unknown hazards of electricity.

Various efforts have been made to meet the situation by reforms in business methods. Rates have been advanced at

many points, but nearly all of these advances have been accompanied by schedule ratings which have permitted reductions as well as advances, so that one is still in doubt as to the effect of the increase upon the general business, although there is no doubt whatever of its beneficial effects in a better classification. The percentage co-insurance clause has also been adopted in many places where it has never before been used, and that has also a tendency to increase rates or decrease risks.

The Maine legislature passed an anti-compact law, and the New England Insurance Exchange was obliged to withdraw from its supervision over the business in that state, but resort was had at once to what is known in Texas as the Jalonick system of rating. An individual underwriter made ratings for application in the state, and insurance companies purchased the right to use them. By a curious coincidence, the cause of the Jalonick bureau in Texas was removed later in the year by the supreme court of that state, and companies were left to combine and make rates at their own sweet will.

Among the incidents of the year in fire insurance which do not call for extended comment, although they were in themselves interesting and in some cases very important, were, the application of the universal mercantile schedule in Boston and other large cities, the growth of the independent Lloyds movement, checked by legislation in Michigan and some other states, the growth also of small irresponsible co-operative companies in New York and Brooklyn, manned mostly by German Hebrews and also checked by legislation, the abandonment by companies doing business in the metropolis of the twenty years old system of mutual exchange of confidences known as the "Alliance," the dissolution of the New York Board of Fire Insurance Brokers, the organization of a New York State Association of local boards and the change in the elements of the New York Underwriters Agency.

BEGAN BUSINESS IN 1893.

| | Paid-up Capital. |
|--|---------------------|
| German Fire, Philadelphia | \$100,000 |
| Saginaw Valley Fire and Marine, Saginaw, Mich | 100,000 |
| Shawnee Fire, Topeka, Kan | 100,000 |
| Northern City Fire, Duluth, Minn | 200,000 |
| Total | \$500,000 |

While American capital was not disposed in 1893 to venture into new joint stock corporations, the pressing need of more insurance, and the facility with which combinations of individual underwriters could be formed into Lloyds and operated without the legal restrictions surrounding joint stock companies, led to the organization of a number of these concerns and to the promise of a still greater number in the coming year. It is probable that this form of underwriting will become epidemic soon, unless the legislatures put obstacles in its way. Among the new Lloyds organized or projected in 1893 were the Manufacturers of New York, Insurers Alliance of New York, Ohio Fire of Cleveland, General Fire of St. Paul and Grain Dealers of St. Paul. There were others.

CEASED DOING BUSINESS IN 1893.

| Companies. | Paid-up Capital. |
|---|---------------------|
| Denver, Colorado | \$ 200,000 |
| Re-insured by Royal. | |
| Exchange Fire, N. Y. | 200,010 |
| Fire Association of Texas | 100,000 |
| Re-insured by Mechanics & Traders, N.O. | |
| Globe Fire, Cincinnati | 100,000 |
| Re-insured by Phenix, N. Y. | |
| Home Protection, Ala. | 100,000 |
| Re-insured by Mechanics & Traders, N.O. | |
| Home, Seattle, Wash. | |
| Re-insured by Westchester Fire. | |
| Indemnity, Iowa | 25,000 |
| Re-insured by State, Des Moines. | |
| Miami Valley, Cincinnati | 100,000 |
| Re-insured by Fire Association, Phila. | |
| Morotock, Va. | Nominal |
| Failed. | |
| Nashville Fire & Marine, Tenn | 100,000 |
| Re-insured by Ins. Co., of North America. | |
| Peoples Fire, N. H. | 500,000 |
| Failed. | |
| Phoenix, Fargo, N. D. | Nominal |
| Failed. | |
| State Investment, Cal. | 400,000 |
| Failed. | |
| Sandusky, Toledo | Nominal |
| Failed. | |

| | |
|---------------------------------------|-------------|
| United Underwriters, Ga | 300,000 |
| Re-insured by Atlanta Home. | |
| Washington Farmers, Spokane | Nominal |
| Failed. | |
| Wytheville, Va | Nominal |
| Failed. | |
| Total | \$2,125,010 |

Life Insurance.

Of projected companies announced there was a number. The most pretentious of these was Mr. Armstrong's American Union Life, to have \$500,000 cash capital and five hundred charter members, and do business at prices which will paralyze that of older companies. Mr. Armstrong began organizing as far back as last January and is still at it. Other projected companies announced, the first three of them in Chicago, were the Economic with \$500,000, American Home with \$250,000 and National Benefit with \$500,000 capital, the Industrial Life of Syracuse with \$500,000 capital and the Capital Life Accident and Maturity of Washington, D. C., with \$100,000 capital. There is a serious question if any of these materialize. The Park City Life of Bridgeport, chartered by the Connecticut legislature, appears to have a better outlook.

The failures of assessment companies were larger in number than their debuts, cheap as putting them into the world may be. Of New York companies alone during the year there were the Life Union, Citizens' Mutual, Home Benefit and National Benefit, all noisy concerns in the past, and the New York State Mutual Benefit of Syracuse. In Connecticut the notorious Mutual Benefit failed, and in Chicago the Total Abstinence Life.

Miscellaneous Insurance.

COMPANIES CHARTERED OR PROJECTED IN 1893.

| | Capital. |
|--|------------|
| American Credit and Indemnity Co., New York | \$ 150,000 |
| Commercial Credit Guarantee Co., New York | 250,000 |
| Credit Insurance Co., Chicago | 100,000 |
| District Title Insurance Co., Washington, D. C | 200,000 |
| Great Eastern Casualty and Indemnity Co., New York | 125,000 |
| Inter-state Casualty Co., New York | 150,000 |
| Lawyers Mortgage Insurance Co | 500,000 |
| Mutual Plate-Glass Insurance Co., Williamantic, Conn | Mutual |

| | |
|---|---------|
| National Surety Co., Kansas City, Mo | 200,000 |
| Preferred Accident Insurance Co., New York | 100,000 |
| Suretyship Co. of America, New Jersey | 100,000 |
| Union Casualty and Insurance Co., St. Louis | 250,000 |

Two companies of this class became failures in 1893, the American Steam Boiler of New York and its twin, the notorious American Casualty Insurance and Security of Baltimore.

The Traders Insurance Company of Chicago makes a good showing with the closing of 1893, considering the fact that it was not a year for profitable underwriting. Following are the totals from statement issued January 1, '94:

| | |
|--|----------------|
| Total assets | \$1,703,556.45 |
| Liabilities— | |
| Losses not due and unadjusted | \$99,040.60 |
| Re-insurance reserve | 456,761.63 |
| All other claims against the company | 23,429.16 |

| | |
|---|----------------|
| Total liabilities | \$579,231.39 |
| Surplus as regards policyholders | \$1,124,325.16 |
| Net surplus over all liabilities, including capital stock | 625,325.66 |
| Total amount of losses paid since organization of company | 6,035,344.32 |
| The Traders is represented on this Coast by Voss, Conrad & Co. | |

Charles W. Holden says that an individual's life-time is similar to a bond with a definite number of coupons attached, each representing a day in a person's life. The number of coupons is not only limited but unknown. Then he ask why not counteract the uncertainty by life insurance? By so doing the full face value of the equivalent of the bond will be paid in cash at its maturity. Think of this as each day closes; another coupon has fallen from your life's calendar.—Insurance Times.

We print a list of non-paying hazards in New England, as shown by the experience of a number of companies. This list is instructive, and in the hands of the enterprising local agent it may be useful where unreasonable complaints are made. No doubt there are many non-paying hazards on the Pacific Coast. A similar compilation in this field might reveal some surprising average experiences, and induce a general revision of rates.

The Coast Loss-Incurred Ratios.

We print elsewhere a table of losses on the Pacific Coast, by states and territories, in 1893. In making estimates of the loss ratios we are somewhat at sea this year, for two reasons, to-wit: the hard times, which have prevented the usual increase in premiums; and, second, the sixty-day settlement resolution of the San Francisco underwriters.

The aggregate losses, as printed in the Coast Review, are considerably in excess of the aggregate losses *paid*, since the losses of the last two months, under the sixty-day rule, are in the main losses incurred. The average loss ratio, say 49 per cent, it should be understood, is the average ratio of losses incurred. The average ratio of losses paid will be only about 41 per cent, but this average is misleading, because of the two months unpaid losses.

We are "at sea" in regard to the Coast premium income. What shall we estimate it at? Some offices report a slight increase of premium, others report a decline. The general opinion seems to be that the Coast underwriters have barely held their own, and that there has been no increase of premium receipts. In ordinary times, when merchants and manufacturers would maintain their usual stocks, and building operations would not be arrested, the increase would be over ten per cent, giving a total Coast premium income in excess of thirteen millions and a quarter. Harkening to the complaints of hard times, we have estimated the Coast premium income at twelve and a quarter millions, and have made our ratio estimates accordingly. A fortnight from now we shall have the official figures. Hitherto we have "banked" on our estimate, but this year we present them hesitatingly, and warn the reader to accept them with a liberal salt allowance.

The total Pacific Coast incurred losses in 1893 were in round numbers \$5,750,000, a gain of only \$350,000 in a bad year. The loss ratio (incurred), however, if our estimate of premium income is ap-

proximately correct, has increased from 44 to 49 per cent.

Losses have increased in California, though San Francisco losses were about the same as in 1892. Losses have also increased in Idaho, Montana, Nevada, Utah and Colorado. It is worth noting that losses in Oregon and Washington fell off—40 per cent decline in the former, 20 per cent in the latter. But the business in these two states has declined accordingly, it is believed; and Gov. Penoyer will vouch for the general depression which is responsible for the reduction.

If California premiums were as much as in 1892 the average loss ratio incurred was about 50 per cent. San Francisco premiums have probably fallen off slightly.

The average results will doubtless show a profit in this field—not a very large one, yet one greatly in excess of the average experience for the whole United States. It should not be forgotten, however, that the official figures for the Coast will be considerably more favorable on the surface than the actual losses incurred will justify.

Hartford Fire Insurance Company.

ONE HUNDRED YEARS OLD—INCREASE IN ASSETS AND RESERVE.

The Hartford Fire Insurance Company presents a centennial statement this year. The company is one hundred years old.

When we look at its flattering preliminary figures, and compare them with those of a year ago, we are not surprised that the managers of the Hartford Fire are even a bit faster than usual in publishing a statement of the resources and condition of the company. The year 1893 was an unsatisfactory one to business men generally in the United States, and not less so to fire underwriters; but the Hartford Fire increased its assets \$268,267 during the year, despite reduced values of securities of all kinds; and over a third of a million of dollars was added to the re-insurance reserve. These are exceedingly creditable gains.

The Hartford Fire's preliminary figures are: total cash assets, \$7,378,092; policy-holders' surplus, \$3,546,770; net surplus, \$2,296,770.

The Pacific Coast figures of Messrs. Belden & Cofran, the general agents, will show an increase of business in this field.

There is in the home office of the Hartford Fire Insurance Company a policy issued by the company in February, 1794, for £800. The Hartford Fire was then operated on the Lloyd's plan, by individual subscriptions on each risk accepted by the company. In 1810 a perpetual charter was procured from the legislature, and the company began business on the stock plan, with a subscribed capital of \$150,000, 16 per cent of which was paid up in cash. The first officers were Nathaniel Terry, president, and Walter Mitchell, secretary. These offices are now held by Geo. L. Chase and P. C. Royce, respectively.

The Hartford was the pioneer of the agency system. In December, 1810, Jonathan Trumbull of Norwich, Conn., was authorized to receive proposals for insurance. It was a Connecticut man of this name, a relation no doubt, from whom was derived the colloquial "Brother Jonathan," who is to the United States what "John Bull" is to England.

At the great fire in New York in 1835 the Hartford Fire lost \$65,000. At this time the entire cash assets were only \$25,000. The president went to New York and gave public notice that the company was ready to pay losses in cash and in full. The managers were full of true grit. They opened an office in New York, and spread this announcement broadcast. Confidence was inspired. Business came in so rapidly that there were premiums enough to pay the losses at sight.

This tide of prosperity has been flowing ever since. The Hartford Fire promptly met the extraordinary losses of conflagrations in New York in 1845, in St. Johns and Nantucket in 1846; \$151,000 in Portland in 1866; nearly \$2,000,000 in Chicago in 1871, and nearly half a mil-

lion in Boston in 1872. In the hundred years of its career the Hartford Fire has paid over \$40,000,000 losses.

In the last ten years the assets of the company have increased nearly three million, or about thirty per cent, and the annual premium income has risen from \$2,342,899 to \$4,070,901. These remarkable gains attest the aggressive character of the management and the popularity of the company.

The Average Life Solicitor.

Assure, of London, says the average life insurance man has no interest in the literature of life insurance. We are inclined to think this is true of this side of the Atlantic as well. Here the average solicitor expects to get business by out-bidding some other rebater. He don't care to know anything of the principles of life insurance or of its current literature. Perhaps he best knows the kind of solicitor his company wants. And the average accident insurance solicitor—is he any better? Probably worse. We overheard one arguing against the United States Mutual because its aggregate expenses were larger than his company's and his company did a much smaller business. This solicitor didn't know how to cast a percentage of expenditures, and was speechless when told that his company's expense ratio was several figures larger than the criticised company. The more we know of the average life or accident solicitor the more certain are we that he needs a schooling in the literature of his work. Any ordinary assessment company advocate can hopelessly entangle him in a web of his own weaving. This is one reason assessment insurance has survived as long as it has.

Central Pacific Snow Sheds.—A correspondent of the Scientific American says that in addition to the usual provisions for safety, "a watchman is located high up the mountain side, at Cisco, from which vantage ground he has in view almost the entire line of these forty-odd miles of sheds. Part of his apparatus

consists of a dial, with a pointer so arranged that in case of fire at night, by bringing the pointer in line with the blaze and then consulting the dial, he is at once able to locate the fire and give the alarm to the fire train at Summit. The enormous cost of the structure causes the company to take every precaution to guard against its destruction."

The Fireman's Fund Insurance Company.

Had it been authoritatively announced at the beginning of this disastrous year 1893 that only six or seven American fire offices would be able to report an increase of net surplus at the end of the year, we should have named the Fireman's Fund Insurance Company of San Francisco as one of the fortunate few. And we should not have been disappointed.

After listing all assets at the most conservative values, the Fireman's Fund, in the face of the temporary depreciation from which all securities are suffering, is able to show an increase of about \$100,000 in assets. The assets are now \$3,111,490.

The net surplus over the \$1,000,000 capital and all other liabilities is the extraordinary one of \$733,067, a gain of over \$52,000. Considering the unfriendly nature of 1893, with its increased fires and decreased business, this result makes the company doubly conspicuous in the underwriting world and entitles the management and stockholders to general congratulations.

The income in 1893 was \$1,830,180; the losses and expenses were \$1,587,071, leaving a balance, in round numbers, of a quarter of a million on the year's transactions. The usual twelve per cent dividends were paid. The volume of fire premiums was maintained, but the marine business fell off slightly. The total premiums were \$1,682,853. The full statement is printed elsewhere on a colored page insert.

The Fireman's Fund has had a unique career. It began business away back in 1863—the company is over thirty years old now—and it began literally as a fire-

men's fund company. Some of the brightest and most successful underwriters on the Coast are graduates of the Fireman's Fund office. There was a bit of struggle in the early days, but the success of the company was soon assured, and has been maintained ever since under the lead of President Staples. Vice-president Dutton and Secretary Faymonville rank high among the most thorough and practical underwriters in the country. The more conspicuous advance of the Fireman's Fund dates from the Chicago fire, when the stockholders bravely replaced the capital swept away by that conflagration.

The comparative figures for a number of years illustrate the happy progress of the company, as on January 1, 1885, \$1,520,894 assets, compared with \$2,630,390 on January 1, 1891, and \$3,111,489 at the beginning of the present year. Observe the remarkable progress of the net surplus: \$268,332 nine years ago, then \$484,438 at the beginning of '90, and now \$733,067.

Falling Fire Figures.

It is the general opinion that nearly all American fire offices will report lower figures for the year ending December 31, as compared with the figures for the preceding year—lower assets, net surplus and premium income—on account of the general depreciation in values, reduced stocks carried by merchants, and decreased manufactures. It is feared, too, that the grievous times have increased the fire losses, by promoting criminal carelessness or provoking incendiarism. The absence of a national bankrupt law is doubtless responsible for a number of fires, since relief from hounding creditors may be found in a fire and an exorbitant insurance claim pushed for collection with threats by these same creditors. Our readers will not be surprised to read of many companies reporting lower net surplus and stationary or lower resources and business.

As was predicted, after the close of the World's Fair there was a relaxation of the vigilance which preserved the beau-

tiful buildings from fire during the exposition period. The work of demolition was aided by a fire which broke out in the Casino restaurant last week, and extended to the 31-acre building, in which many exhibits remain in bond. As usual, the daily papers exaggerated the loss. There was no insurance. Had there been any, the insurance companies would have compelled the same extraordinary vigilance which prevailed during the exposition.

The Pacific Surety Company.

Our prosperous local surety company, the Pacific of San Francisco, makes a handsome showing for the year ending December 31, 1893. The managers continue to make money for the stockholders, the company paying good dividends and increasing its reserves. The Pacific Surety supplies a local want, and its progress proves that it supplies this want most acceptably to all concerned.

The California business for 1893 was as follows: Policies in force, guarantee 2,474, accident 461, insuring \$3,338,866 guarantee and \$2,060,500 accident. Written and delivered during the year: guarantee, 3,674, insuring \$5,993,766, with \$32,919 premiums; accident, 531, insuring \$2,116,550, with \$10,302 premiums. Total new insurance, \$8,110,316; total premiums, \$43,221; total losses, \$12,469. The Pacific Surety, it is evident, is covering its own territory thoroughly and successfully.

Chips.

—W. A. Richards, local agent at Cheyenne, Wyo., is missing—and so is the money due his companies. This is one of the times when Richards “wants to be alone.”

—The Hanover Fire's interest in the New York Underwriters' Agency risks has been reinsured in the Phenix of Brooklyn, “irrespective of good will.” Manager Stoddart continues to manage the closing up of the joint business of the Hanover and the Citizens, and the Agency losses of those companies will be paid through him.

—The Connecticut will show an increase of assets.

—Belden & Cofran, of the Hartford, issue a timely series of Midwinter Fair colored lithographs, and a bird's-eye view of the grounds as well.

—The Peoples Fire.—We have it on good authority that all claims against this New Hampshire company, now in the hands of a receiver, will be paid in full.

—The firm of Bromwell, Fowler & Co. has dissolved. Mr. Fowler retains the general agency of the Mannheim and the Austrian Phoenix Royal, both marine companies, with office at 313 California street, as at present.

—Frank W. Young, a well known and popular special agent, who has represented the Fireman's Fund, the Home Mutual, and Mr. Dornin and the National Fire, has opened an office as an independent adjuster in Denver, Colo. Mr. Young is a first-class adjuster and an “all round” good fellow, who deserves the success which the Coast Review believes awaits his venture as an independent adjuster.

—Blanks.—Our annual blanks for the Pacific Coast business of 1893 will be distributed in a day or two. Only the Coast figures will be asked for. The California figures need not be given, unless they are a correction of those filed with the insurance department. General agents are requested to instruct their clerks to give The Coast Review these figures promptly, in order that an extra containing the Coast figures may be distributed immediately.

—A. W. Yeo of London visited California a few weeks ago on a general tour of inspection of agencies of his company. Mr. Yeo is manager of foreign branches of the Atlas Ins. Co. of London. In conversation with this gentleman, the Coast Review noted that he and his people are careful readers of American insurance literature and fully posted as to the business and methods on this side. As noted elsewhere in this issue, Mr. Yeo made some changes in his Pacific department.

The Massachusetts Life Ins. Co. issues a handsome twelve-card calendar, giving very fine colored lithographs of representative Americans, and typical scenes from life or works. This calendar is the finest of the season.

—"With Christmas Compliments of E. W. Carpenter, manager of the Norwich Union," a beautiful souvenir, six art etchings from recent paintings, to-wit: Sappho and Her Companions, A Bit of Old England, The Rest in the Desert, A Mill of y^e Olden Time, A Scene of Ancient Pompeii, The Soldier's Dream.

—In the Cement Business.—A broker objected to the Buyer & Reich extra issued by the Coast Review. The ground of his objection was that it might "cement the companies" in a more determined opposition to the payment of the claim. Well, that is the kind of cement business we are in.

—Captain James A. Sladen, for the past two years special agent and adjuster at Portland for the German American, has been appointed clerk of the United States circuit court for the district of Oregon. Captain Sladen was retired from the regular army in 1888, and has since been in the insurance business.

—The Continental Fire Ins. Co. issues a "Model Form of Specifications for a Complete Electrical Plant," which has received the approval of Chief Elec. Insp. Henley of the St. Louis board of fire underwriters. Copies of this model form can be procured on application to the Continental office in New York or at 319 Pine street.

—At a meeting of the directors of the Oakland Home Insurance Company in December, L. L. Bromwell was elected vice-president and manager. Col. Bromwell and Secretary Blood immediately thereafter went to Chicago and effected a reinsurance of all the business of the Oakland Home east of the Missouri river. The Westchester is the reinsurer. The business of the Oakland Home will hereafter be confined to the profitable West and Pacific Coast.

—We print an interesting address on "The Legal Aspect" of the fire insurance business, by Sylvester Williams, of Denver. We especially recommend its perusal by local agents, special agents and general agents, and all other "gents."

—The general and city offices of the Travelers Insurance Company will be removed, on or about January 15, to rooms 21, 22, 23 and 24 of the Mills building, facing Montgomery street. General Agent Haskell and City Agent Finnegan are to be congratulated.

—The B'nai B'rith of San Francisco has been sued by a widow for \$2,000 insurance due on the life of her husband. The order refused to pay because the insured, who was its secretary, was short in his accounts. Probably the courts will hold that this widow and orphan protecting order must pay, since the "coupon" insured the widow and not the order.

—Walter S. Parks, who has been representing the German of Pittsburg since the death of E. D. Farnsworth, ran off last week, leaving a shortage of several hundred dollars. Parks is the son of an erstwhile "prominent" San Francisco broker. The German has been bushwhacking for business under the Parks management, and the reader can imagine the sympathy felt for the little company under its bereavement. This loss, we suppose, will visibly affect the German's net surplus.

—The officers and directors of the Fire Underwriters' Association of the Pacific extend a cordial invitation to all the agents on the Pacific Coast to make the rooms of the association their headquarters while visiting the Midwinter Fair. The rooms of the association are in the Pacific Insurance Union building, 305 California street. The Coast Review likewise extends a similar invitation to visiting insurance men. They will find sunny rooms in the Pacific Mutual building, with "The Coast Review" on the door, just over the latch-string. The editor is taking lessons in politeness, and has promised to comb his hair every day.

—Edward A. Kober, though still in the service of Okell, Donnell & Co., no longer represents them as city agent.

—Oakland Endowment Swindle.—Four "prominent men of Oakland"—F. K. Shattuck, W. H. Jordan, A. W. Bishop and N. Rosenberg—directors of the defunct Life & Annuity Association, formerly the Oakland Endowment, are charged by a certificate-holder with "getting away" with \$450,000 of the association's money. Dishonesty is charged. The Coast Review has often paid its respects to Jordan, Bishop, et al., and the association.

—The big Mendocino loft raft finally went to pieces in a heavy gale, while being towed to San Francisco. The raft was 625 feet long and contained 3,515 75-ft. logs. The sea is now full of floating logs, which endanger navigation. The marine underwriters have positively refused to insure these rafts, in order to discourage their construction. It has been feared that if one went to pieces in a gale, as this Ft. Bragg raft has, the shore waters would hold the floating logs for a long time, and thereby greatly increase the perils of coasting vessels. One small vessel has already encountered a log "end on," and now lies at the bottom of the Straits of Fuca.

—Oregon Valued Policy Tax.—The committee of Portland locals who appeared before the Pacific Insurance Union and asked for the rescinding of the ten per cent valued policy tax were finally successful. The union has suspended the specific charge of ten per cent imposed because of the valued policy law until March 1, 1895, in the belief, founded on the pledge of representative Oregonian merchants, that the obnoxious law will be repealed at the next session of the legislature. The effect of the law, in promoting over-insurance and incendiarism, was not understood by the people of Oregon; but now that the subject has been generally discussed, and the influence of the law on rates is understood, there is good reason to expect the early repeal of the law.

—The Manchester Fire has reinsured the German of Quincy.

—As previously stated in these columns, the supreme court of Indiana has pronounced the firemen's pension fund tax law unconstitutional. The county auditors are now refunding to the companies the taxes collected under the law.

—The National Fire of Hartford presents as a preliminary statement: gross assets, \$3,200,949, a gain of nearly \$50,000; added to reserve fund for unearned premiums, \$136,202; net surplus, \$300,811, making policyholders' surplus nearly a million and a third. Manager Dornin is to be doubly congratulated, on the admirable showing made by the National Fire and on the increased premiums of the Pacific Coast department. The Coast premiums last year were \$221,655, against \$217,548 in 1892, and \$158,026 in '90, and \$97,906 in 1888.

—J. Blumberger, managing director of the Transatlantic Fire Insurance Company of Hamburg, is in the city looking over the business of his company. Mr. Blumberger will remain on the Coast two or three weeks, and during his stay will "prospect" the field for a Coast manager to succeed the late Mr. Herbert Low. Mr. B. is a genial gentleman to meet and has made many friends in 'Frisco since his arrival. He says he has quite a number of applications on file—in his trunk at the Palace—for the position of manager of this department.

—A Scotch jury has returned a verdict of "not proven" in the case against Alfred John Monson, charged with the murder of Cecil Hambrough, a heavily insured man by whose death the accused would have greatly profited. The evidence pointed to a conspiracy of some kind. The Mutual Life of New York was one of the insurers. The insured, who was under age, assigned his policy to Mrs. Monson, wife of the accused; but attempts had been made, on the first applications, to have her made beneficiary. The life companies, as the case shows, must be eternally vigilant.

—Rolla V. Watt is secretary of the Citizens Relief Committee.

—Frozen water pipes affect the "sprinklered" risks on the other side of the Rockies.

—W. J. Callingham issues a pretty lithograph of "Christmas greetings" and New Year wishes.

—E. J. Jolly, for several years special with W. J. Callingham, has accepted a similar position with the Atlas of London. Mr. Jolly is an active field worker and popular with the local.

—March Numbers. — For these "back numbers" we are indebted to Packard & Piper of Denver, Frank Hodgkin of Salem, C. F. Ellis & Co., Helena, C. Mason Kinne and other thoughtful readers.

—W. A. Tipping of the Scottish Alliance, who visited this city last year, recently read a paper on "A Trip to San Francisco" before the Insurance Institute of Ireland, which met in the offices of the Patriotic Assurance Co., Dublin.

—Parliament of Religions.—Any reader who desires a verbatim report of the Columbian Exposition parliament of religions, in fair newspaper print, with one hundred outline portraits, can procure the same through this journal for \$1.00.

—The Palatine and United are now officially married. They are one, and the Palatine is the one, since the amalgamated companies operate under the name Palatine. The company is to be congratulated on the possession of so distinctive a name. There is but one Palatine.

—H. Haskell leaves next Tuesday, January 2, for Los Angeles, California, to become manager for the Mutual Life Insurance Company at that place, to succeed A. D. Thomas, deceased. Mr. Haskell has been connected with the life insurance business in Detroit for many years, he having been for twelve years state agent of the Home Life, and later general agent for Eastern Michigan of the Mutual Life of New York.—Detroit Indicator.

—In favor of the provisional government The tramp.

—John Reppy, of Reppy & Hammond, general insurance agents at Ventura, Cal., was in the city last month.

—Manager Thos. C. Hindman, of the Columbian Fire of Louisville, has gone East to attend the annual meeting of the company.

—Major E. V. Preston, of the Travelers Insurance Company of Hartford, with his wife and daughter, is spending a few weeks in California. The party are the guests of Mr. and Mrs. W. W. Haskell.

—The New York Life's new business for 1893 was enormous—"the largest by \$50,000,000 of any year in the company's history. The new business of 1893 exceeded 82,000 policies, insuring \$223,000,000.

—The Liverpool & London & Globe, not to be outdone by home companies, will erect a handsome office building in New Orleans. This great company owns fine office buildings in many of the chief cities of the globe.

—The general agency of the United States Fire Insurance Company for this Coast has been transferred from Bromwell, Fowler & Co. to Varney W. Gaskell & Co. It is understood that Col. Bromwell retains his interest in the agency and is therefore the "Co."

—Well, here is a "bird," as the boys say. We speak of the Fireman's Fund Christmas postage scales. You simply put the mailable article on the scales, and the finger points to a figure on the dial. The figure is, not the weight, but the postage. There is *sense* in this thing. Turn that little screw on top and you make the pointers accurate as the stamp-man in the little window at the postoffice. There are four circles of figures—merchandise, letters, books, newspapers. Works like a charm. Why didn't we all think of this simple time-saver and temper-preserver before, and make a fortune out of the invention? We are reminded of the story of Columbus and the egg.

—The Sun Insurance Company of San Francisco presents its friends with a handsome holiday gift, in the form of a circular mirror supported by a Cupid in the clouds.

—What does this mean? The Fidelity Aid Society of California issued one policy in Pennsylvania in 1892. Companies that owe the printer are of little account.
—Phila. Ins. & Legal Rep.

California Safe Deposit and Trust Co.

Paid-up Capital, \$1,000,000

Cor. Montgomery & California Streets, San Francisco.

J. D. FRY, President.

HENRY WILLIAMS, Vice-President.

J. DALZELL BROWN, Secretary and Treasurer.

This Company is authorized by law to act as Executor, Administrator, Guardian, Assignee, Receiver or Trustee. It is a legal depository for court and trust funds. Will take entire charge of real and personal estates, collecting the income and profits, and attending to all such details as an individual in like capacity could do. Acts as registrar and transfer agent of all stocks and bonds. Receives deposits subject to check and allows interest at the rate of 2 per cent. per annum on daily balances. Issues certificates of deposit bearing fixed rates of interest.

Receives deposits in its savings department and allows the usual rates of interest thereon.

RENTS SAFES

inside its burglar-proof vaults at prices from \$5 per annum upward, according to size. Valuables of all kinds may be stored at low rates.

WILLS DRAWN AND TAKEN CARE OF WITHOUT CHARGE.

SPRINGFIELD

FIRE AND MARINE

INSURANCE COMPANY,

OF SPRINGFIELD, MASS.

Organized 1849.

Assets, - \$3,750,000 00

A. G. DUGAN, General Agent Pacific Department,

215 Sansome Street, San Francisco.

AMOS F. SEWELL, } Special Agents.
L. F. LAMPING, }

TABULAR STATEMENT

Pacific Coast Fire Insurance Business *For the Year Ending December 31, 1893.*

| NAME OF COMPANY | LOCALITY | SEVERITY OF LOSS | CAPITALS IN BUSINESS | | | | TOTAL PAID FOR COAST BUSINESS | | | |
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The Coast Review.

A MONTHLY JOURNAL

DEVOTED TO

ALL KINDS OF INSURANCE THAT INSURES.

TWENTY-FOURTH YEAR OF PUBLICATION.

Printed about
the 9th
and mailed about
the 11th
of every month.

J. G. EDWARDS, Proprietor.

Pacific Mutual Building, San Francisco, Cal

TELEPHONE NO. 1530.

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and 25 cents per copy.

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VOL. 47.

FEBRUARY, 1894.

NO. 2.

Publisher's Notice.

Subscriptions may begin with any number in the year. Unless otherwise ordered, the subscription will begin with the current month.

Discontinuances.—By request of many subscribers, subscriptions are discontinued only on receipt of instructions to that effect.

Addresses.—Post-office boxes or street and number should be included in the address.

Changes (or errors or discontinuances) should be reported to the publisher. Notice of former address should accompany notice of new address.

Advertising Rates are reasonable. Every agent on the Pacific Coast receives the Coast Review regularly or occasionally.

Newspaper Clippings, Circulars, Etc.—Readers are requested to send us court decisions, brokers' circulars, assessment literature, company prospectuses, and newspaper clippings relating to insurance.

Correspondence is solicited and will be carefully edited. Local agents and field men will find these columns a serviceable medium for the interchange of views on current topics.

Sample Copies will be sent to any address, free. Managers are requested to send us the names of new local agents, to whom sample copies will be mailed.

Communications, Etc., for publication, or suggestions or inquiries, should be addressed Editor Coast Review.

Business Letters should be addressed to the Publisher.

Australasian Subscriptions.—Subscriptions in Australia and New Zealand may be forwarded to W. H. Rowsell, 4 O'Connell street, Sydney, N. S. W.

The Otey Manual.

Following are a few of the testimonials volunteered by local agents and others:

L. R. Grimes, Ellensburg, Wash.: The Otey manual supplies a long-felt want.

Chas. F. Burton, Billings, Mon.: I have gone through it and find it very useful. It is now on my desk for reference.

Craig Bros., Pasadena, Cal.: We have found it a great help.

J. B. Fuller, Marysville: Of great benefit.

C. W. Maxon, Oceanside, Cal.: It is certainly perfection in its line.

Geo. C. Ramsey, Bozeman, Mon.: Valuable. Contains many suggestions of importance to local agent.

Wooster & Ensign, San Jose, Cal.: The Otey manual contains many suggestions not to be obtained from any other source.

S. A. Stewart, Elsinore, Cal.: I could not well do without it.

Allard & Gibson, Eureka, Cal.: It is concisely perfect.

Geo. W. Neff, Logan, Utah: It fills the bill.

Jas. F. Ferguson, Baker City, Or.: I find within its pages a vast amount of useful information. I have never seen anything else that would render the local agent as much assistance in the prosecution of his work intelligently.

Cummings & Vought, New Orleans, La.: We keep it ready at hand, referring to it frequently, using it as an authority.

P. J. Macmahon, Laredo, Tex.: It is clear and explicit.

Digest of Latest Insurance Decisions.**Fire.****ALTERATION OF BUILDING.**

Garrison v. Farmers' Mutual, N. J. S. C. Where a policy of fire insurance is renewed from year to year, the description of the insured property in the original policy must be applied to the condition of the property at the date of the last renewal.

A building was described in a policy as a sawmill, size, 29 by 48 feet. The portion used for a sawmill was first built. Then an addition was built onto the old building, with no partition between the two portions. In the lower story of the new part, and in the upper story of both parts, was placed machinery for a sash and blind manufactory. The size of the whole structure was 43 by 48 feet, but the size of each part did not appear. Held, that the insurance was upon the entire structure, and so the new part is not to be regarded as a distinct building, the existence of which breaks the warranty. 28 A. R. 8.

ADDITIONAL INSURANCE.

Kahn v. Traders, Wyo. S. C.—Consent to additional insurance given by an authorized agent, in reliance on which insured acts, will bind the company, though there is a failure to comply with a provision of the policy requiring such consent to be indorsed on the policy.

ALLEGED FRAUD.

The fact that the proof of loss stated that plaintiff's goods were "burned up and destroyed by fire," while as a fact most of them were destroyed by smoke and water, is not "fraud by false swearing," within a provision of the policy making it void therefor, when the property destroyed, and all the circumstances of the fire, had been already examined by defendant's agent and adjuster. 34 P. Rep. 1058.

TITLE—WIFE'S JOINT OWNERSHIP.

Schroedel v. Humbolt Fire, Pa. S. C.—Condition voiding policy "if interest of insured be not truly stated, or be other than sole and unconditional ownership," precludes recovery where title is in in-

sured and his wife jointly, in absence of proof of fraud or mistake as to insertion of condition in policy. 27 A. R. 1077.

WARRANTY—INVENTORY.

Citizens v. Sprague.—A warranty by assured that an itemized inventory of merchandise, furniture, and fixtures shall be made once each year gives assured one year from the date of policy to make an inventory, and if the goods insured are burned two months, only, after said date, assured's failure to have made an inventory is no defense to his claim. 35 N. E. R. 720.

Life.**ESTOPPEL.**

Mutual Benefit v. Robinson, U. S. C. C. When an applicant for life insurance, in answer to a question, states the facts fully and truthfully, and the agent of the company, authorized to ask the question and write the answer, putting his own construction on such facts, deduces therefrom an erroneous answer, which he writes down, assuring the applicant that it is the proper answer upon the facts stated, and the one the insurer wants, the insured is not precluded by his warranty in the application from showing the facts and circumstances under which the answer was made, and when so shown the insurer is estopped from questioning the truth of the answer.

The same rule obtains where the applicant answers fully and truthfully, and the agent of the insurer, charged with the duty of asking the questions and writing the answers, abbreviates an answer, or omits part of it.

POWERS OF AGENT.

A provision in a life policy withholding from the agents authority "to make, alter, or discharge this or any other contract in relation to the matter of this insurance" does not limit the powers of the insurer's agents in preparing and accepting an application for insurance. 58 F. Rep. 723.

ENDOWMENT.

Miller v. Campbell, N. Y. C. A. An endowment policy insuring a husband's life for fifteen years provided for the pay-

ment of the amount of the insurance to his wife "for her sole use, if living, or, if the person whose life is insured shall survive said term of fifteen years, the sum above insured shall then be paid to him." Held, that the interest of the wife ceased on the survival of the husband for 15 years; and an assignment of the policy by husband and wife during the 15 years, though invalid as to the wife when made, was made valid by the survival of the husband for that period. 35 N. E. R. 651.

WHERE ALL BENEFICIARIES DIE FIRST.

Ryan v. Rothweiler et al.—If a life policy is taken out, and premiums paid, by the assured, and the policy made payable at his death to his wife, and, in case of her decease during his lifetime, to her children by him, in such case, if all the beneficiaries named in the policy die before the death of the assured, such policy reverts to the assured, and at his death becomes subject to administration and bequest, the same as his other personal estate. 35 N. E. R. 678.

SON AS BENEFICIARY.

Cyrenius v. Mutual, N. Y. S. C.—A policy payable "to the assured, his executors, administrators, or assigns," recited that the premium was paid by G., son of A., on whose life the policy was issued. The application, which was signed by G. as "the applicant or person for whose benefit the insurance was applied for," and by A., as "the person whose life is proposed for assurance," stated that the insurance was for the benefit of G., and that the application formed the basis of the contract. Held, that the term "assured" referred to G. 26 N. Y. Supp. 248.

Accident.

CLASSIFICATION—AGENT'S REPRESENTATIONS.

Pacific Mutual v. Snowden.—Where an applicant for insurance against accident makes a true and full statement of his occupation to the company's agent, the company is bound, after loss, by the classification which the agent gives him; and if he is wrongly classified, according to the company's rules, the fact that he certifies to an understanding of the company's classification of risks, and that he

belongs to the class given, is immaterial, when in fact his only means of understanding such classification is through the representations of the agent. 58 F. R. 342.

Plate Glass Breakages.

An English paper has compiled the following percentage table, showing the cause of breakage in a total of 1,963 casualties:

| | |
|--------------------------------------|-------|
| Unknown | 31.94 |
| Accidentally by insured and employes | 19.56 |
| Stone throwing | 8.88 |
| Wind | 8.15 |
| Children playing | 3.76 |
| Goods falling | 3.17 |
| Slamming doors | 2.75 |
| Shutters | 2.75 |
| Cleaning windows | 2.56 |
| Fastenings giving way | 2.19 |
| Drunken people | 1.98 |
| People passing | 1.97 |
| Snow falling | 1.57 |
| Horse backing, etc. | 1.07 |
| Dressing windows | 0.87 |
| Tradesmen | 0.66 |
| Men fighting | 0.62 |
| Sun blind | 0.45 |
| Gas | 0.40 |
| Burglars | 0.35 |
| Animals jumping through windows | 0.30 |
| Riot | 0.25 |
| Customers | 0.25 |
| Wilfully | 0.25 |
| Repairing | 0.20 |
| Subsidence of building | 0.10 |

Life Office Expenses.

An exchange calls upon the life insurance companies to reduce expenses. What expenses? Not advertising. That item is too small now. What are the extraordinary expenses which may be reduced? Not office expenses; not printing nor advertising; not commissions on renewals. Perhaps salaries—at the top. We suspect that our contemporary is beating the devil of commission about the bush. He wants the 75 per cent. commission reduced, but is afraid to say so. But if it were reduced it would make no real difference with the expense element. Note the "special executive and a contingent" man. He is often in financial hot water. He is not more prosperous than the 35 per cent. man—not as well off, in fact. He doesn't get the big com-

mission, being obliged to rebate it to the man who insures with him. It appears in the company's figures as an expenditure, of course, whereas it is merely a reduction of the cost of insurance to the new policyholder at the expense of the old policyholder.

The Eastern firemen are fighting fire, with frozen water pipes to contend with, and freezing blasts and snow in streets: while the Pacific Coast firemen have all nature in their service—rain, mild weather and gentle breezes.

The Mutual Life is over half a century old now, and therefore it can report the death of "the oldest policyholder" often.

The World's Life Insurance.

A most interesting statistical account of the working of the German life offices and a comparison with the simultaneous figures of the English, French, Austrian, Swiss, American and Scandinavian life insurance companies, has just been published for the year 1892. The delay in the compilation is explained by the difficulty of obtaining the necessary information abroad. As regards the Austrian, Swiss and Scandinavian business, the original reports were received from each company, whereas the American information has been derived from the official statements issued by the superintendent of the New York state insurance department, but the details received from the English and French companies were in many respects incomplete, and the respective figures may therefore be less accurate than in the case of the other countries.

The German offices confine their operations principally to the Fatherland, whilst some are also represented in Austria, Belgium, Holland, Switzerland, Denmark, Sweden and Norway, but none in France or across the seas.

As to the mortality tables, those of the "seventeen English companies" are used by twenty-one out of the thirty-nine

offices, the remaining companies using German ones. A great variety of opinions exist in respect of the rate of interest upon which the calculations should be based. The Gotha and Leipzig assumed a 3 per cent. rate throughout, but other companies distinguish between policies issued at different periods, and adopt from 3 to 3½, 3¾ up to 4 per cent., although first-class investments are yielding less interest now than they did formerly, and the tendency is still towards a further decline in the value of money.

In annuities the German offices are singularly unsuccessful. Not only is the number of annuities small, but the average amount of each (not quite £14), exceedingly low. The idea of enjoying a larger income during lifetime at the ultimate sacrifice of the capital, is evidently not popular, whereas capitalists who can freely dispose of their savings are also comparatively less numerous in Germany than in England, France, or America.

Notwithstanding the prevalence of influenza in the first half and of cholera in the second half of the year, the rate of mortality amongst the clients of thirty-one offices was considerably lower than technically expected.

The German insurance authorities take altogether a different view from our own in respect of the most desirable and safest mode of investing the accumulated capital. They hold that loans on mortgages offer by far the most rational and satisfactory means of employing the guarantee capital, although Germany, in common with almost every other country, is suffering severely from agricultural depression, which cannot but affect the security of such investments.

NEW BUSINESS IN 1892.

| <i>Companies.</i> | <i>New Business.</i> | <i>Average sum of Policy.</i> |
|---------------------------|----------------------|-------------------------------|
| 80 English | £17,206,400 | £316 |
| 39 German | 22,628,200 | 189 |
| 17 French | 18,942,600 | 490 |
| 17 Austrian | 9,692,700 | 161 |
| 7 Swiss | 1,242,300 | 209 |
| 15 Scandinavian | 2,947,200 | 176 |
| 29 American | 166,366,900 | 563 |
| 204 | £269,026,300 | £392 |

OUTSTANDING POLICIES IN 1892.

| <i>Companies.</i> | <i>In Force.</i> | <i>Number.</i> | <i>Acqr.</i> |
|-------------------|------------------|----------------|--------------|
| English | £492,325,077 | 1,098,367 | £448 |
| German | 234,181,399 | 1,336,433 | 180 |
| French | 150,640,700 | 356,520 | 418 |
| Austrian | 69,676,000 | 478,363 | 146 |
| Swiss | 12,913,700 | 68,399 | 189 |
| Scandinavian | 22,616,800 | 106,816 | 211 |
| American | 989,990,400 | 1,687,778 | 582 |
| Total | £1,973,347,067 | £5,132,667 | £349 |

MATURED POLICIES DURING 1892.

| <i>Companies.</i> | <i>At Death.</i> | <i>During Lifetime.</i> |
|-------------------|------------------|-------------------------|
| English | £13,435,500 | £ . . . |
| German | 3,064,900 | 558,270 |
| French | 2,021,100 | 855,340 |
| Austrian | 735,960 | 286,130 |
| Swiss | 219,100 | 33,400 |
| Scandinavian | 194,700 | 9,600 |
| American | 11,922,200 | 1,713,300 |
| Total | £31,593,460 | £3,456,040 |

| <i>Companies.</i> | <i>By Purchase.</i> | <i>By Forfeiture.</i> | <i>Forfeiture per cent. to in Force.</i> |
|-------------------|---------------------|-----------------------|--|
| English | £14,356,700 | £ 9,918,750 | 2.0 |
| German | 2,511,700 | 3,561,800 | 1.8 |
| French | 1,624,100 | 10,446,000 | 6.9 |
| Austrian | 286,000 | 4,214,200 | 6.0 |
| Swiss | 138,800 | 267,200 | 2.1 |
| Scandinavian | 248,150 | 997,000 | 4.3 |
| American | 19,691,000 | 55,624,800 | 5.6 |
| Total | £38,856,450 | £85,059,750 | 4.3 |

OUTSTANDING RISKS ON DECEMBER 31, 1892.

| <i>Companies.</i> | <i>Number.</i> | <i>Amount.</i> |
|-------------------|----------------|----------------|
| English | £ 991,917 | £454,583,900 |
| German | 1,270,198 | 224,487,500 |
| French | 321,127 | 135,691,000 |
| Austrian | 441,321 | 64,159,800 |
| Swiss | 65,237 | 12,246,600 |
| Scandinavian | 99,808 | 21,167,300 |
| American | 1,532,812 | 892,381,900 |
| Total | £4,722,420 | £1,804,721,100 |

| <i>Companies.</i> | <i>Net Increase.</i> | <i>Average Policy.</i> |
|-------------------|----------------------|------------------------|
| English | £ 9,465,000 | £458 |
| German | 12,931,400 | 176 |
| French | 3,995,900 | 422 |
| Austrian | 4,176,500 | 145 |
| Swiss | 575,000 | 188 |
| Scandinavian | 1,467,600 | 212 |
| American | 68,758,400 | 582 |
| Total | £101,369,800 | £382 |

It will be seen that the average amount of each English policy is about two-and-a-half times higher than the German, and altogether the highest in Europe, and only exceeded by the Americans to the extent of 25 per cent.

ASSETS, DECEMBER 31, 1892.

| <i>Companies.</i> | <i>Outstanding Annuities.</i> | <i>Total Assets.</i> |
|-------------------|-------------------------------|----------------------|
| English | £ 966,285 | £175,081,500 |
| German | 402,010 | 71,295,700 |
| French | 2,032,262 | 67,874,700 |
| Austrian | 122,807 | 16,398,400 |
| Swiss | 57,333 | 4,130,900 |
| Scandinavian | 82,635 | 7,536,700 |
| American | 445,703 | 192,043,500 |
| Total | £4,109,035 | £534,364,400 |

INCOME IN 1892.

| <i>Companies.</i> | <i>Premiums.</i> | <i>Interest.</i> | <i>Total.</i> |
|-------------------|------------------|------------------|---------------|
| English | £17,371,175 | £7,102,500 | £25,160,000 |
| German | 8,519,798 | 2,276,285 | 10,967,811 |
| French | 9,091,634 | 2,454,408 | 11,546,042 |
| Austrian | 2,193,950 | 570,640 | 3,002,124 |
| Swiss | 491,261 | 131,681 | 669,920 |
| Scandinavian | 715,167 | 177,553 | 993,177 |
| American | 38,379,233 | 8,786,063 | 47,392,812 |
| Total | £76,762,218 | £21,499,130 | £99,642,386 |

—Insurance Spectator, London.

Exposure Charges.

We learn from the Surveyor that "after carefully considering the question of exposure charges, the schedule committee has decided to make a radical change in the method of computing them. The basis will remain the same, that is, 18 cents for a \$1.00 risk, five stories high and ten feet distant. Instead of increasing the charge geometrically upon what is known as the excess rate—the excess of the rate on the exposure over the rate on the exposed risk—the increase will be made arithmetically. Put in another way, the charge will increase proportionately with the rate, and where this charge for a \$1.00 exposure is 18 cents the charge for a \$2.00 exposure will be 36 cents. Under the old system the charge for the \$2.00 exposure will be four times what it was for a \$1.00 exposure."

Now We Know.—"Why do (life) insurance journals print instances of extraordinary longevity!"—The Coast Review. That is easy—as an advertisement for the cause of life insurance. When a man is insured in a legitimate life insurance company, that insures, the longer he lives, the better his investment, and the greater the returns for his money. Life insurance is cumulative, a good policy

growing more valuable with age, being a possession that a sensible man values more and more as he grows older.—Insurance World.

Three Additional Reasons.

Money is tight, business is dull, and men are inclined to retrench their expenditures. Some luxuries are given up, and there may be temptation to give up the life insurance policy—which is not a luxury. But these hard times furnish three additional reasons for life insurance, to wit: first, the life insurance policy is the safest investment of money; second, the difficulties facing the family in case of the death of the insured are greater than in ordinary times; third, the rate of mortality is higher during a period of business depression like the present.

Fraternal Assessment Accident Insurance.

Catherine Schauss brought a bill in chancery against the Northwestern Traveling Men's Association, to compel the payment of the certificate of a deceased member. John Schauss applied for membership in the association soon after its organization. His membership certificate was issued to him December 16, 1876, and it was not disputed that he continued to be a member in good standing to and including August 20, 1887. The fraternal association, however, contended that he forfeited his membership after that day in consequence of his failure to pay a two-dollar assessment levied July 20. Schauss remitted the assessment later, and it was received and retained by this brother-loving association. No further notice of assessment was levied before Schauss died. The supreme court of Illinois held that mere failure to pay within the thirty days, without any action taken thereon by the board of directors, would not cause a forfeiture of membership, since the constitutional provision (requiring prompt remittances) is not self-executory. Proof that notice was mailed to insured's last address, without proof thereof, or when it was or could have been received by him, is in-

sufficient to sustain a forfeiture. This decision covers the claim of Thomas versus Iowa State Traveling Men's Association, an account of which appeared in the January Coast Review, p. 11. The Iowa fraternal scheme relied on a similar constitutional clause; and we said, "of course no court would uphold the defense of the Iowa concern."

Altered Answers in Application.

Local agents, medical examiners and other representatives of life companies sometimes modify the answers of applicants, or, drawing erroneous conclusions from facts narrated, write answers altogether different from those given by the applicant, assuring him that it is the proper answer under the circumstance. In a recent case a federal court ruled, substantially, that the warranty of true answers does not prevent the applicant from showing the agency of the company's representative in the preparation of the answers, and when so shown the insurer is estopped from questioning the truth of the answer. O most righteous judgment. So long as a company employs such medical examiners or agents greedy of fees to the verge of dishonesty, as perforce it must, then it should be held responsible for their dishonest or "twisted" answers in the application. The applicant is the innocent party, and has a right to assume that the company's representative is honest in modifying, abbreviating or reversing answers.

One of the most pernicious practices of the life insurance solicitor is that of making application for more than the applicant asks for, to wit: Jones wants and applies for \$10,000; the solicitor files the same and requests that another policy of \$5,000 or \$10,000 more be sent, and on receipt endeavors to persuade the applicant to take it, which, if refused, is returned to the company, and then is counted as "not taken." If the companies would enforce a moneyed penalty in such cases, the hustling, lightning solicitor would soon abandon such a practice.—New Orleans States.

The Franklin Fire Insurance Co.

This tripple millionaire Philadelphia company emerges from a fiery year with a very creditable statement indeed. The decline in assets (two per cent.) is so small that after making allowance for the general depreciation in values in 1893 we must conclude that there was an actual increase in assets due to a favorable loss experience. The Franklin's figures are remarkably attractive to policyholders. In the first place, the company is sixty-five years old; secondly, it has \$3,130,589 assets; thirdly, it has the exceptionally large net surplus of \$953,731 and a policyholders' surplus of \$1,353,731. This is an array of figures which challenge favorable attention. Ed. E. Potter is the Pacific Coast manager for the Franklin Fire.

Scuttled the Ship.

Detective McCarthy trapped two men into a confession at Seattle last month, by the same method resorted to in a similar case several years ago, viz: by having a man concealed in the room in which he received the loss claimants. The schooner Mary L. Parker was sunk in the Straits of Fuca two months ago,—by colliding with a floating log, it was said. She was insured for \$4,500. Capt. Bangs took into his confidence one Heay, a member of the crew, who at the command of the captain bored a large number of holes in the bottom of the vessel, and then plugged them up. A few hours later, the schooner striking a floating saw-log, the captain ordered Heay below to knock out the plugs. Two hours later the Parker sank in seventy-four fathoms of water. The captain's wicked scheme was well planned. The crew really believed the floating log was the cause of the schooner's sinking.

"Adjuster" McCarthy talked over the wreck with Bangs and Heay, and, excusing himself, left the room. The men immediately began talking of the augurholes. The detective returned and the concealed auditor came forth. The wreckers were astounded, and immediately made full confession of the crime. Bangs is now in jail.

The statutory penalties for this crime are severe. It is provided that any person, not the owner, who shall cast away the vessel to which he belongs, the property of a citizen, shall suffer death; but the vessel belonged to Indians, who are not citizens, and this technicality saves Bangs. The prosecution will be under the statute which says that a person who shall conspire with another to cast away a vessel to get insurance shall be imprisoned not more than ten years and fined not more than \$10,000.

Life Insurance as an Investment.

There are carpers who say that life insurance is not a good investment. Let such examine the record of a policy upon the life of the late Frederick Keep, of Liverpool, and see what results were reached. The policy in question was issued December 24, 1847, for \$5,000, at the age of thirty-one, ordinary life, annual premium \$121.50. All premiums were paid in cash, thus allowing the dividends to accumulate until in 1867, twenty years after the policy was issued, the dividend additions amounted to \$3,676.97, or \$1,246.97 more than the premiums paid to the company. From that date to the time of death the policy has been *self-sustaining*. At the maturity of the contract the insured had paid in premiums \$5,589, against which the dividend additions credited to the policy amounted to \$6,657, or an excess of dividends over all premiums of \$4,068.

SUMMARY OF THE POLICY.

| | |
|--|----------|
| Original insurance | \$5,000 |
| Dividend additions in force | 9,657 |
| Amount of claim | \$14,667 |
| Total premiums paid to company | 5,589 |
| Profits realized to the estate | \$9,068 |
| Dividend additions paid with claim | 9,657 |
| Net premium paid to company | 5,589 |
| Dividends alone over cost | \$4,068 |

In analyzing the statement of this policy the fact must not be lost sight of that for forty-six years the insured had the protection of \$5,000 worth of life insurance.—U. S. Review.

Table Showing California Life Business for the Year 1893.

| NAME. | LOCATION. | PRESENT AGENTS. | NEW POLICIES WRITTEN. | | | POLICIES RENEWED. | | | POLICIES IN FORCE DECEMBER 31, 1893. | | | Losses and Endowments Paid |
|-----------------------|---------------|--------------------|-----------------------|--------------|-----------|-------------------|--------------|-------------|--------------------------------------|---------------|-------------|----------------------------|
| | | | No. | Amount. | Premium. | No. | Amount. | Premium. | No. | Amount. | | |
| Pacific Mutual | San Francisco | Kilgariff & Beaver | 292 | \$873,500 | \$37,320 | 2,194 | \$6,044,000 | \$290,792 | 2,546 | \$7,149,963 | \$166,281 | |
| Ætna Life. | Hartford | J. E. Meyers | 104 | 205,350 | 6,612 | 504 | 1,238,821 | 47,493 | 779 | 1,589,727 | 64,673 | |
| Connecticut Mutual | Hartford | Jas. L. Fogg | 303 | 699,000 | 14,952 | 979 | 3,417,727 | 126,913 | 1,538 | 4,563,960 | 97,472 | |
| Equitable | New York | Ransom White | 985 | 2,798,000 | 100,531 | 3,103 | 12,448,900 | 501,580 | 4,612 | 15,784,066 | 231,935 | |
| Germania | New York | W. A. Jacobs | 256 | 635,454 | 24,042 | 584 | 2,332,349 | 63,680 | 636 | 2,530,504 | 82,392 | |
| Home Life. | New York | W. H. Dunphy | 114 | 351,820 | 18,091 | 346 | 1,181,000 | 49,581 | 460 | 1,487,095 | 5,000 | |
| Manhattan | New York | Jno. Landers | 130 | 355,343 | 9,911 | 885 | 3,104,109 | 113,866 | 1,236 | 3,992,173 | 35,510 | |
| Massachusetts Mutual. | Springfield | C. T. M. Parker | 116 | 216,000 | 6,249 | 104 | 311,000 | 10,341 | 220 | 527,000 | 5,000 | |
| Mutual Benefit | Newark | Jas. Munsell, Jr. | 107 | 407,800 | 13,917 | 748 | 2,912,928 | 116,029 | 940 | 3,518,122 | 63,250 | |
| Mutual Life | New York | A. B. Forbes | 1747 | 5,375,796 | 233,736 | 4,992 | 19,374,850 | 882,985 | 8,055 | 26,887,052 | 611,189 | |
| National | Montpelier | G. M. Stolp | 221 | 488,500 | 13,880 | 592 | 1,512,500 | 56,562 | 813 | 2,001,000 | 27,000 | |
| New England Mutual. | Boston | H. K. Field | 333 | 775,250 | 32,778 | 1,711 | 5,107,500 | 201,657 | 2,396 | 6,417,028 | 104,469 | |
| New York Life. | New York | Alex. G. Hawes | 1791 | 7,920,440 | 345,784 | 2,907 | 13,130,200 | 469,557 | 4,817 | 21,572,140 | 386,788 | |
| Northwestern Mutual. | Milwaukee | Clarence M. Smith | 393 | 961,000 | 35,030 | 1,738 | 4,813,000 | 167,018 | 2,131 | 5,974,000 | 68,344 | |
| Penn. | Philadelphia | E. H. Hart | 148 | 484,000 | 24,352 | 539 | 1,722,000 | 57,951 | 678 | 2,206,000 | 5,617 | |
| Provident Savings | New York | Allen & Pratt | 421 | 1,025,150 | 21,080 | 321 | 1,150,595 | 20,270 | 742 | 2,175,745 | 20,000 | |
| Travelers | Hartford | W. W. Haskell | 110 | 368,000 | 11,841 | 334 | 884,750 | 28,123 | 439 | 1,244,750 | 14,282 | |
| Union Central | Cincinnati | F. A. Archibald | 74 | 152,966 | * 31,710 | 255 | 599,572 | 27,271 | 329 | 752,538 | 4,000 | |
| Union Mutual | Portland | W. C. Leavitt | 144 | 287,000 | 10,280 | 203 | 511,573 | 17,492 | 564 | 1,247,076 | 27,571 | |
| Washington | New York | John H. Gray | 32 | 51,145 | 1,219 | 60 | 140,850 | 3,734 | 127 | 190,028 | 33,364 | |
| Phoenix Mutual | Hartford | | | | | 159 | 386,690 | 8,938 | 159 | 386,690 | 31,798 | |
| United States | New York | | | | | | | | | | 4,900 | |
| Totals for 1893 | | | 7821 | \$24,431,514 | \$993,318 | 23,249 | \$82,324,914 | \$3,261,835 | 34,503 | \$112,802,396 | \$2,093,826 | |
| Totals for 1892 | | | 7477 | 26,150,873 | 1,068,761 | 20,132 | 75,958,561 | 3,028,067 | 30,852 | 107,112,923 | 1,594,897 | |
| Totals for 1890 | | | 5514 | 22,840,118 | 981,196 | 17,972 | 63,588,308 | 2,526,010 | 25,806 | 88,514,139 | 1,485,143 | |

* Includes premiums on renewals.

Table Showing the California Business of Accident and Employers' Liability Insurance Companies for the Year 1893.

| NAME. | LOCATION. | PRESENT AGENTS. | NEW POLICIES WRITTEN. | | | POLICIES RENEWED. | | | POLICIES IN FORCE DECEMBER 31, 1893. | | LOSSES PAID. |
|-------------------------|---------------|----------------------|-----------------------|--------------|-----------|-------------------|--------------|----------|--------------------------------------|--------------|--------------|
| | | | No. | Amount. | Premium. | No. | Amount. | Premium. | No. | Amount. | |
| Ætna Life. | Hartford | J. H. Stevens | 413 | \$1,372,000 | \$ 3,120 | 84 | \$ 352,500 | \$ 1,499 | 196 | \$ 800,500 | \$ 1,073 |
| Ameri'n Employ's Liab'y | Jersey City | | 112 | 846,000 | 9,480 | | | | 112 | 846,000 | 2,200 |
| Employers' Liability | London | Okell, Donnell & Co. | 1501 | | 111,120 | | | | | | 22,460 |
| Fidelity and Casualty | New York | James R. Garniss | 5247 | 24,760,600 | 20,952 | 1348 | 6,000,900 | 29,562 | | | 5,315 |
| Fidelity Mutual Life | San Francisco | F. W. Voogt & Bro. | 3008 | 6,433,000 | 59,946 | 628 | 2,844,500 | 13,854 | 2689 | 6,390,050 | 23,542 |
| Pacific Surety | San Francisco | | 531 | 2,116,550 | 10,302 | | | | 461 | 2,060,500 | 4,662 |
| Preferred Accident | New York | W. W. Haskell | 148 | 1,428,000 | 3,140 | | | | 109 | 1,258,000 | 908 |
| Travelers | Hartford | J. D. Maxwell | 2031 | 6,862,100 | 18,768 | 1240 | 4,866,300 | 26,305 | 2027 | 7,849,900 | 17,333 |
| Union Gas. & Surety Co. | St. Louis | Voss, Conrad & Co. | 306 | 2,317,787 | 11,009 | 25 | | | | | 25 |
| London Guarantee & Acci | London | | 265 | 1,538,000 | 10,390 | | | | 262 | 1,530,000 | 32 |
| Totals for 1893 | | | 13562 | \$47,674,037 | \$258,227 | 3300 | \$14,094,200 | \$71,220 | 5856 | \$20,734,950 | \$77,552 |
| Totals for 1892 | | | 12349 | 58,407,100 | 265,650 | 3493 | 14,509,900 | 74,816 | 6260 | 19,144,200 | 93,819 |

Miscellaneous Table Showing the California Business of Fidelity, Steam Boiler and Plate Glass Insurance Companies for the Year 1893.

| Name. | Location. | Agents. | New Policies Written. | | | Policies Renewed. | | | Policies in Force December 31, 1893. | | Losses Paid. |
|--------------------------|--------------|------------------|-----------------------|-------------|----------|-------------------|-------------|----------|--------------------------------------|-------------|--------------|
| | | | No. | Amount. | Premium. | No. | Amount. | Premium. | No. | Amount. | |
| American Surety | New York | Geo. L. Seybolt. | 64 | \$ 140,910 | \$ 1,660 | 5 | \$ 27,000 | \$ 205 | 69 | \$ 167,900 | \$2,584 |
| Fidelity and Casualty | New York | Jas. R. Garniss | 432 | 1,332,840 | 10,310 | 769 | 1,316,461 | 10,694 | ... | ... | 10,026 |
| Hartford Steam Boiler | Hartford | Mann & Wilson | 64 | 566,100 | 5,441 | 69 | 537,583 | 5,369 | 267 | 2,113,433 | 1,730 |
| Lloyd's Plate Glass | New York | Rolla V. Watt | 65 | 45,328 | 1,312 | 114 | 68,157 | 2,046 | 157 | 100,929 | 936 |
| Metropolitan Plate Glass | New York | Mann & Wilson | 45 | 23,143 | 602 | 145 | 97,326 | 2,883 | 175 | 100,300 | 1,638 |
| New York Plate Glass | New York | J. D. Maxwell | ... | 170,344 | 4,762 | ... | ... | ... | ... | 188,312 | 1,635 |
| Pacific Surety | S. Francisco | ... | 2,049 | 2,932,591 | 14,477 | 1,625 | 3,611,175 | 18,442 | 2,474 | 3,338,866 | 7,807 |
| Totals 1893 | | | 2,719 | \$5,205,246 | \$37,964 | 2,727 | \$5,137,702 | \$39,031 | 3,142 | \$6,039,770 | \$20,404 |

Table Showing the California Business of Assessment Life and Accident Insurance Companies for the Year 1893.

| Name. | Location. | Certificates Written. | | Receipts | | Losses Paid. | | Certificates in Force December 31, 1893. | |
|---|--------------------|-----------------------|--------------|-------------|-------------|--------------|--------------|--|--------------|
| | | No. | Amount. | No. | Amount. | No. | Amount. | No. | Amount. |
| Atlas Accident | Boston | 36 | \$ 110,000 | 692 00 | \$ 16 00 | 24 | \$ 77,000 | 24 | \$ 77,000 |
| Bankers Alliance | Los Angeles | 935 | 2,337,500 | 125,680 41 | 49,297 95 | 3,682 | 9,205,000 | 3,682 | 9,205,000 |
| Bankers Life Association | Des Moines, Iowa | 430 | 800,000 | 8,657 83 | 14,000 00 | 430 | 860,000 | 430 | 860,000 |
| Bankers Life Association | St. Paul | 143 | 286,000 | 3,508 25 | none | 159 | 298,000 | 159 | 298,000 |
| California Mutual Benefit Society | San Francisco | 2,021 | ... | 15,883 00 | 1,475 05 | 148 | ... | 148 | ... |
| Connecticut Indemnity Association | Waterbury, Conn. | 19 | 41,800 | 759 29 | none | 19 | 41,800 | 19 | 41,800 |
| Covenant Mutual Benefit Association | Chasaburg, Ill. | 788 | 1,661,625 | 6,809 25 | 73,062 50 | 3,800 | 8,479,250 | 3,800 | 8,479,250 |
| Fidelity Mutual Life Association | San Francisco | 1,677 | 161,100 | 25,422 72 | 8,320 77 | 1,668 | 112,800 | 1,668 | 112,800 |
| Fidelity Mutual Life Association | Philadelphia | 848 | 2,482,500 | 30,282 64 | 4,000 00 | 603 | 1,746,500 | 603 | 1,746,500 |
| Hartford Life and Annuity | Hartford | 182 | 598,000 | 17,133 36 | 20,000 00 | 152 | 588,000 | 152 | 588,000 |
| Metropolitan Life Association | New York | 1,935 | 7,004,150 | 91,762 80 | 107,300 00 | 1,955 | 7,004,150 | 1,955 | 7,004,150 |
| New England Reserve Fund Life Association | Boston | 44 | 202,400 | 472 80 | 157 44 | 24 | 91,250 | 24 | 91,250 |
| Northwestern Life Association | Minneapolis | 44 | 70,000 | 1,476 16 | none | 33 | 70,000 | 33 | 70,000 |
| Northwestern Life Association | Chicago | 3,238 | 10,458,000 | 138,509 05 | 171,000 00 | 3,002 | 9,839,500 | 3,002 | 9,839,500 |
| Security Mutual Life Association | Binghamton, N. Y. | 32 | 31,500 | 1,030 78 | ... | 84 | 394,500 | 84 | 394,500 |
| United Life Insurance Association | New York | 43 | 78,500 | 4,753 40 | 5,000 00 | 256 | 628,750 | 256 | 628,750 |
| United States Mutual Association | Council Bluffs, Ia | 32 | 78,750 | 4,753 40 | 5,000 00 | 256 | 628,750 | 256 | 628,750 |
| United States Mutual Accident Association | New York | 627 | 3,086,800 | 11,660 00 | 1,816 42 | 627 | 3,086,800 | 627 | 3,086,800 |
| Total reported (seven not reporting) | | 13,073 | \$29,620,825 | \$84,135 44 | \$19,445 83 | 16,656 | \$42,426,000 | 16,656 | \$42,426,000 |

Authorized to do business, but which have made no reports: Bay State, Mass.; Chicago Guarantee Fund; Home Benefit of San Francisco and its reinsurer the Mutual Benefit of New York; Mass. Benefit, Boston; National, New York; Omaha Life.

Marine Underwriting for 1893.

It was the general impression among our marine underwriters that the marine business of 1893 would prove to be the most unprofitable for many years. Although this cannot be disputed, until the insurance commissioner publishes the entire marine operations of each company, with outstanding or unpaid losses, the returns made to the commissioner for California marine business do not prove that 1893 was so bad as we were led to believe. The premium receipts show a falling off of \$284,437, as compared with previous years' returns, but the amount of losses paid show a decrease of \$250,228. When we consider that 1892 receipts were returned as gross premiums and those of 1893 as gross less rebates allowed to the assured, we do not think that the actual net receipts would show much difference between the last two years' operations.

The figures presented show that the local companies wrote during 1893 \$22,250,522, with premiums on same \$260,187 (or 1.17%), and paid in losses \$142,801 (or 54.9%). For 1892 they wrote \$19,615,385 risks, \$352,969 premiums (or 1.80%), losses paid \$197,605 (or 55.%) The eastern and foreign companies in 1893 wrote \$106,360,264 with premiums on same of \$1,094,252 (or 1.02%), and losses paid \$666,091 (or 60.8%). For 1892 they wrote \$126,181,805, with premiums \$1,285,907 (or 1.19%) and paid in losses \$861,515 (or 67%).

Those companies who wrote hull risks show a considerable falling off in their premium receipts due to lack of business for vessels. It is estimated that about 200 vessels are laid up in our harbor waiting for employment, and no doubt when they commence to move that business will revive. During the past depression in shipping we think that our hull underwriters took a very inopportune time to revise their rates for insurance on our coasting steam schooners as it forced many owners to carry their own insurance. It is wise to foster and not destroy business, and in dull times we should assist trade by not hampering capital in increasing taxation on its investments.

The ship "Louisiana" is now out 209 days from New York and fears are being entertained for her safety. The brig "Somali" is 91 days out from Hong Kong and some are speculating on her safe arrival.

The Insured Kicks.

The following is a copy of a letter recently received by an insurance agent at Spokane, in reply to one from him in which he enclosed an endorsement adding the traveling and adjusting clause to the policy. A copy of the endorsement was also enclosed, to be signed by the assured, showing that he accepted the same. The town is located in a new mining section, three days' travel by rail, steamer and stage from Spokane:

OUR KICK.

R—, Washington, Jan. 1, 1894.

Dear Sir—The enclosed contract looks, to a man up a tree, like a piece of extortion, and we sign it under the rankest protest, which, of course, we understand makes no difference to you so long as we sign it. But can we rest assured we will have no part of the salary of your president to pay for '94 should we burn out? And will we have to discount any check you might hand us in case of loss beside, say 10 per cent., or have any back board bills of the individuals comprising your company, etc., etc., to pay? All we desire to know, my dear sir, is, when will the expense of this little insurance gag cease? You could easily, in case of a lay-over for weather—with champagne and cigars—make this little contemplated trip of yours to see us and object to paying anything on a partial loss, cost us \$100. Private rigs come high out here and stages are uncomfortable, and walking is generally bad, so we will count on "nothing coming" and therefore avoid disappointment in case of fire.

There, we've had our say and you've got our sig. I hope and think it will end right here and now.

Respectfully (though hot),

W— & Co.

Gosh!—A valve was out of order and the sprinklers failed to work at Oshkosh.

A Belfast policyholder was drowned in nine inches of water, into which he fell while stunned.

California Marine Insurance Business for the Year Ending December 31, 1893

| NAME OF COMPANY. | LOCATION. | PRESENT SECRETARIES AND AGENTS. | RISKS WRITTEN. | PREMIUMS ON SAME. | LOSSES PAID. | RATIO OF LOSSES TO PREMI'S |
|--|------------------|--|-------------------|----------------------|-----------------|--|
| LOCAL COMPANIES. | | | | | | |
| +Fireman's Fund . . . | San Francisco | J. B. Levison . . . | \$11,614,612 | \$ 151,433 | \$82,372 | 54.4 |
| +Home Mutual | San Francisco | M. A. Newell . . . | 1,421,505 | 31,151 | 24,716 | 79.3 |
| +Sun | San Francisco | H. Stephenson Smith | 9,214,405 | 77,602 | 35,714 | 46.0 |
| Total 1893 | | | \$22,250,522 | \$ 260,187 | \$142,801 | 54.9 |
| Total 1892 | | | 19,615,382 | 352,969 | 197,605 | 55.9 |
| Total 1891 | | | 24,086,704 | 469,943 | 179,024 | 38.4 |
| Total 1890 | | | 19,703,243 | 395,543 | 205,827 | 52.0 |
| Total 1889 | | | 22,814,703 | 403,291 | 274,356 | 68.0 |
| EASTERN AND FOREIGN. | | | | | | |
| Associated Assur'g Cos | Germany . . . | Gutte & Frank . . . | \$ 805,490 | \$20,000 | \$ 2,677 | 13.4 |
| Alliance Marine . . . | London | J. J. Moore & Co . . | 1,331,157 | 18,785 | 9,566 | 50.9 |
| Austrian Phoenix . . . | Vienna | W. H. C. Fowler . . . | 117,891 | 1,695 | none | |
| Bavarian Lloyds . . . | Munich | Voss, Conrad & Co . . | 453,172 | 3,575 | 242 | 6.7 |
| Boston | Boston | Capt. J. N. Knowles . | 280,752 | 7,083 | 1,772 | 25.0 |
| +British & Foreign Canton | Liverpool . . . | Balfour, Guthrie & Co | 8,659,307 | 98,150 | 36,887 | 37.6 |
| China Traders | Hong Kong . . | Parrott & Co | 10,921,950 | 66,269 | 55,393 | 83.6 |
| +Commercial Union . . | Hong Kong . . | Williams, Dimond & Co | 1,880,097 | 6,217 | 650 | 10.5 |
| Federal Marine | London | C. F. Mullins | 4,801,256 | 47,936 | 29,315 | 61.2 |
| | Zurich | Gutte & Frank | 1,897,592 | 31,015 | 18,902 | 60.9 |
| Fonciere | Paris | Mann & Wilson . . . | 2,875,108 | 21,312 | 30,768 | 144.4 |
| Frankfort Marine . . . | Frankfort . . . | Walter Speyer | 917,785 | 6,352 | 242 | 3.8 |
| Indemnity Mut'l Marine | London | E. C. Evans | 1,509,426 | 21,531 | 16,881 | 78.7 |
| +Ins. Co. of N. America | Philadelphia . . | W. J. Dutton | 2,263,138 | 31,391 | 17,305 | 55.0 |
| International Marine . . | Liverpool . . . | Donaldson & Co . . . | 853,797 | 13,245 | 11,381 | 85.9 |
| London | London | Starr & Co | 1,176,832 | 18,158 | 13,512 | 74.4 |
| London & Provincial . . | London | Girvin, Baldwin, Eyre | 1,353,039 | 21,479 | 7,211 | 33.6 |
| Mannheim | Mannheim . . . | W. H. C. Fowler . . . | 1,131,807 | 14,676 | 9,241 | 62.9 |
| Man On | Hong Kong . . | Wing, Tuck & Co . . . | 1,319,128 | 5,881 | 7,195 | 122.4 |
| Marine | London | G. W. McNear | 3,679,504 | 54,671 | 9,148 | 16.8 |
| Maritime | Liverpool . . . | Jno. Livingston | 1,459,533 | 21,428 | 22,561 | 105.3 |
| National Marine | London | Gutte & Frank | 1,819,027 | 25,022 | 13,839 | 55.3 |
| +New Zealand | Auckland . . . | Hugh Craig | 3,465,700 | 29,671 | 39,229 | 132.2 |
| North China | Shanghai . . . | Macondray & Co . . . | 3,885,708 | 26,140 | 48,071 | 183.9 |
| Ocean Marine | London | H. M. Newhall & Co . | 4,044,840 | 25,897 | 20,267 | 78.3 |
| On Tai | Hong Kong . . | Wing Chong Wo & Co | 481,451 | 2,051 | 8,430 | 517.2 |
| +Providence Wash'gton | Providence . . . | W. J. Dutton | 936,203 | 17,616 | 6,648 | 37.7 |
| Prussian National . . . | Stettin | Frantz Jacoby | 95,057 | 620 | 1,008 | 162.6 |
| Reliance Marine | Liverpool . . . | Henry Lund | 1,037,255 | 15,458 | 7,733 | 50.0 |
| Sea | Liverpool . . . | Meyer, Wilson & Co . . | 1,435,063 | 21,719 | 20,932 | 96.4 |
| Standard Marine | Liverpool . . . | J. D. Spreckels & Bro. | 3,510,566 | 31,914 | 14,899 | 46.6 |
| St. Paul | St. Paul | Mann & Wilson | 341,800 | 4,548 | 859 | 18.9 |
| Swiss Marine Combined | Zurich | H. W. Syz | 7,309,545 | 100,110 | 36,375 | 36.3 |
| +Thames and Mersey . . | Liverpool . . . | W. G. Harrison | 5,150,128 | 49,659 | 18,153 | 36.5 |
| Transatlantic Marine . . | Berlin | Thannhauser & Co . . . | 4,246,227 | 29,388 | 15,274 | 51.9 |
| Union Ins. Society . . . | Hong Kong . . | J. D. Spreckels & Bro. | 3,682,706 | 28,891 | 16,301 | 56.2 |
| Union Marine | Liverpool . . . | E. L. Woods | 1,453,370 | 18,622 | 5,962 | 32.0 |
| United States Lloyds . . | New York . . . | R. B. Hooper | 6,571,510 | 23,140 | 15,139 | 66.3 |
| Universo Marine | Milan, Italy . . | Mann & Wilson | 81,677 | 613 | 271 | 44.2 |
| Wilhelma | Magdeburg . . . | Gutte & Frank | 6,601,225 | 70,691 | 44,515 | 62.9 |
| +Western | Toronto | Fred S. Butler | 1,275,280 | 28,132 | 23,039 | 81.9 |
| Yangtze | Shanghai . . . | Macondray & Co . . . | 1,488,312 | 13,300 | 8,251 | 60.5 |
| Total 1893 (non-resident) | | | \$106,360,264 | \$1,094,252 | \$666,091 | 60.8 |
| Total 1892 | | | 126,181,805 | 1,285,927 | 861,515 | 67.0 |
| Total 1891 | | | 142,653,827 | 1,534,362 | 584,326 | 38.1 |
| Total 1890 | | | 114,725,841 | 1,130,910 | 993,604 | 79.9 |
| Total 1889 | | | 118,200,756 | 1,199,143 | 652,455 | 54.4 |
| Grand Total 1893 . . . | | | \$128,610,786 | \$1,354,430 | \$ 808,892 | 59.8 |
| Grand Total 1892 . . . | | | 145,797,187 | 1,638,876 | 1,059,120 | 61.6 |
| Grand Total 1891 . . . | | | 166,740,531 | 2,004,275 | 1,763,350 | 38.2 |
| Grand Total 1890 . . . | | | 134,420,084 | 1,576,453 | 1,109,431 | 72.7 |
| Grand Total 1889 . . . | | | 141,015,459 | 1,602,434 | 926,811 | 57.7 |
| Grand Total 1888 . . . | | | 134,273,834 | 1,752,696 | 955,239 | 54.5 |

+ Write Coast business outside of Cal. * Composed of Switzerland Marine, Helvetia General and Baloise.
 | Composed of Alliance of Berlin and Munich of Munich.

Injudicious Charity.

It is still the fashion to circulate subscription papers for the relief of the family of the dead man who was too selfish or too heedless to insure his life. The life insurance solicitor—and for that matter any prudent man whose life is insured—is, as a rule, justified in withholding the relief which his generosity may prompt him to give. He may well say, justice before generosity. It is the duty of every family man to carry some life insurance; and if it were not for these subscription papers more men would discharge that duty. Generosity, like charity, may promote the very evil it is designed to alleviate.

Fire Underwriters' Inspection Bureau.

The annual report of this useful bureau contains the following summaries of the year's work:

| | |
|--|--------|
| Number of buildings inspected (117 new) . . . | 18,936 |
| Buildings surveyed for P. I. U. | 4,596 |
| Buildings surveyed for auxiliary f. a. boxes . . | 159 |
| Wooden ash-barrels removed | 2,140 |
| Rubbish removals | 922 |
| Stove-pipe and chimney changes | 888 |
| Rags removed from stove-pipes | 4 |
| Gasoline stoves abolished | 104 |
| Sidewalk gratings protected | 12 |
| Oily waste removed | 59 |
| Wood spittoons removed | 26 |
| New furnaces supervised | 34 |
| New boilers supervised | 22 |
| Elevators and chutes trapped | 56 |
| Gas jets made safe (43 in show windows) . . | 444 |
| Steam pipes, gas-heaters, etc., made safe . . | 191 |
| Wood candlesticks removed | 123 |
| Dangerous lights abolished | 125 |
| Defective ranges, boilers, etc., repaired . . | 320 |
| Open flue-holes protected | 281 |
| Fire doors or shutters provided | 19 |

Total changes secured 6,643

The percentage of fires preventable by inspection was less than 8 per cent. last year, as against over 30 per cent. before the bureau was started. The percentage of preventable fires in the uninspected districts was 18. Inspector Porter and the directors are of the opinion that the work of the bureau—

“has a continued influence in that section of the city outside the regular inspected district is again shown by a reduction in the percentage of preventable fires to 18, as compared

with 19 in 1892, and with 25 in 1891. In surveying for rating purposes it is possible to do much in the way of inspection in the outside district, which is aided by removals from the inspected district who put in practice what has been impressed upon them by the inspectors.”

The number of hydrants set during the year was 279, and 58 old ones were changed to twin hydrants.

The expenses of the bureau were a little over \$11,000, or less than half of one per cent. of the city premiums.

Nineteenth Fire Patrol Report.

Last year the underwriters' fire patrol of San Francisco responded to 463 alarms, spread 1,462 covers and were on duty 424 hours. At 110 fires covers were used.

The patrol force extinguished twelve fires. The big pump was in service thirty-three hours.

SAN FRANCISCO MONTHLY INSURANCE LOSSES.

| Months. | On Buildings. | On Contents. | Total. |
|---------------------|---------------|--------------|-----------|
| January | \$ 9,054 | \$ 2,936 | \$ 11,990 |
| February | 3,530 | 4,710 | 8,240 |
| March | 36,759 | 19,363 | 56,122 |
| April | 19,769 | 68,009 | 87,778 |
| May | 12,436 | 14,003 | 26,439 |
| June | 76,158 | 31,048 | 107,206 |
| July | 37,219 | 39,764 | 76,983 |
| August | 6,258 | 8,589 | 14,847 |
| September | 13,684 | 13,857 | 27,541 |
| October | 22,213 | 60,954 | 83,167 |
| November | 23,021 | 82,873 | 105,894 |
| December | 26,945 | 45,596 | 72,541 |
| Totals | \$287,147 | \$391,704 | \$678,851 |

The losses on buildings not insured were \$48,723; on contents not insured, \$90,734, a total of \$139,457, or 14.5 per cent of the total \$967,339 property loss. In 1892 the percentage of uninsured loss was 38; the total property loss was \$1,-098,155.

GRADE OF LOSSES.

| | Average |
|---------------------------------------|---------|
| 148 under \$100 | \$ 31 |
| 135 from \$100 to \$1,000 | 373 |
| 68 from \$1,000 to \$10,000 | 3,937 |
| 4 from \$10,000 to \$20,000 | 16,763 |
| 1 | 24,488 |
| 1 | 35,014 |
| 2 from \$40,000 to \$50,000 | 41,458 |

BIG LOSSES.

Property Loss

| | |
|--|-----------|
| June 7. Page street dwellings | \$137,262 |
| Dec. 25. Clay street printing offices | 120,028 |
| Nov. 11. King street | 83,765 |
| July 31. Buyer & Reich, Bush street, estimated | 107,000 |

Alarms in Chinatown were fewer than usual. There were only 9 from Washington and Dupont box 25. From Sixth and Townsend, 12 alarms; from Twenty-ninth and Mission, 11; from Kearny and Sutter and from Eddy and Powell, 9 each. The total of the principal alarms since 1875 have been: .

| | |
|----------------------------------|-----|
| Washington and Dupont | 199 |
| Mission and Fremont | 102 |
| Mission and Fourth | 100 |
| Howard and Third | 98 |
| Bryant and Sixth | 90 |
| Eddy and Powell | 88 |
| Taylor and Golden Gate | 85 |
| Geary and Kearny | 80 |

All but one of the foregoing are on Market street or "south of Market," where the population is most dense.

CLASSES OF RISKS.

The classes of risks in which fires occurred were as follows:

| | | | |
|--------------------------------|-----|----------------------------------|----|
| Acid works | 1 | Hardware | 1 |
| Axle grease factory | 1 | Ice works | 1 |
| Boat building | 1 | Junk store | 2 |
| Blacksmith shop | 1 | Lot | 2 |
| Box factory | 2 | Lodging rooms | 1 |
| Brewery | 2 | Liquor store | 1 |
| Belt factory | 2 | Lodging house | 20 |
| Boarding house | 5 | Lubricating oils | 1 |
| Bakery | 1 | Millinery store | 2 |
| Basket factory | 1 | Meeting rooms | 2 |
| Chinese wash house | 1 | Machine shop | 2 |
| Chinese quarters | 9 | Offices | 5 |
| Church | 1 | Optician | 1 |
| Clothing store | 1 | Paint stored in shed | 1 |
| Cooperage | 1 | Paints and oils | 1 |
| Chicken house | 3 | Plumbing shop | 1 |
| Coffee and spicemill | 3 | Planing mill | 2 |
| Carriage blacksmith | 1 | Paper box factory | 1 |
| Carriage factory | 1 | Plating works | 1 |
| College | 1 | Picture frame factory | 1 |
| Cigar factory | 3 | Printers | 1 |
| Coffee saloon | 1 | Rattan goods store | 1 |
| Carpenter shop | 2 | Regalia factory | 1 |
| Cabinet maker | 1 | Restaurant | 7 |
| Chinese tin store | 1 | Soda water works | 1 |
| Crockery store | 2 | Shed | 1 |
| Carpet beating works | 1 | Saratoga chips fact'ry | 1 |
| Cloak factory | 1 | Second-hand furn. st'r | 2 |
| Dye works | 1 | School | 3 |
| Dwellings | 166 | Slipper factory | 1 |
| Drug store | 1 | Smoke house | 2 |
| Decorative art | 1 | Ship chandler | 2 |
| Dry goods store | 2 | Safe house | 1 |

| | | | |
|----------------------------------|---|----------------------------------|-----|
| Engine room | 2 | Saloon | 10 |
| Fruit drying | 2 | Saloon and dwelling | 8 |
| Fruit packers | 1 | Stables | 16 |
| Furniture warerooms | 2 | Sewing mach. supplies | 1 |
| Feather goods factory | 1 | Store house | 3 |
| French laundry | 1 | Telephone office | 2 |
| Ferryboat | 1 | Tugboat | 1 |
| Furniture store | 3 | Tannery | 1 |
| Freight cars | 2 | Tea store | 1 |
| Fruit store | 1 | Tailor shop | 2 |
| Furnishing goods store | 5 | Tobacco store | 1 |
| Flour mill | 1 | Undertaking rooms | 1 |
| Fence | 5 | Unoccupied dwelling | 13 |
| Fire alarm office | 1 | Wholesale liq. dealers | 2 |
| Glass cutting works | 1 | Watch case factory | 1 |
| General electric works | 1 | Warehouse | 1 |
| Grocery store | 2 | Wine storage | 2 |
| Grocery and dwelling | 2 | Wire works | 1 |
| Grocery and saloon | 3 | Wood shed | 4 |
| Grass in a vacant lot | 2 | Wholesale com. house | 1 |
| House of prostitution | 1 | | — |
| Hotel | 7 | Totals | 421 |
| Hospital | 2 | | |

The live solicitor can use the foregoing to advantage, no doubt. Many a property-holder carries too small lines of insurance these times.

The list of causes of fires is instructive, but it would be more so, perhaps, if losses were given by classes of risks. Children with matches started 16 blazes, against 14 in the previous year; there were 17 coal-oil lamp explosions, a gain of 2. One fire was caused by the filling of a coal-oil lamp. The "deadly" gasoline stove caused only one fire. Perhaps freedom from fires from this cause is owing to a reduction in the number of gasoline stoves used. The coal-oil stove caused two fires, and the gas stove three fires. The record is in favor of the gasoline stove this year. Carelessness with cigars and cigarettes caused ten fires. Fire works (18 fires) were a trifle more incendiary than usual. Smoking tramps were responsible for five fires. Only two incendiary fires are reported, but many more, no doubt, are suspected.

At least one American life office declares that its experience with female lives requires an extra premium. The unfavorable difference is among females under 50.

The Ætna maintains the lead in assets among American fire offices.

California Fire Business of 1893.

The losses paid by the fire insurance companies in California last year, not including the greater part of the losses incurred in November and December, were 39.3 per cent. of the premiums. Including the losses not paid under the sixty-day settlement rule, the total California losses in 1893 were about \$3,150,000, making the average loss ratio incurred in California about 47 per cent., an increase of nearly 8 per cent. over the average for 1892. The premium income fell off \$227,000, nearly all of which decline was in the state outside of San Francisco. Without any change in rates, the city premium income was less last year than three years previous. The California premium income, while less than that of 1892, was more than that of any other year.

The California companies totals show the effect of the retirement of the several companies. Their premium receipts—there are now only four companies—were less than half of those of 1889, and were nearly 20 per cent. less than those of 1892.

The other-state companies' premiums fell off some \$200,000, or over 7 per cent.

The foreign companies' premiums have gained largely in recent years, as the following figures show.

For the first time since 1879 the total California premium income fails to show an increase. Had the average increase been maintained the California premiums would have been about \$7,000,000. The relative loss of business is therefore 13 per cent.

CALIFORNIA COMPANIES.

| Year. | Premiums. | Losses. | Ratio. |
|----------------|-------------|-----------|--------|
| 1887 | \$1,381,698 | \$447,380 | 32.3 |
| 1889 | 1,593,702 | 613,086 | 38.5 |
| 1890 | 1,480,763 | 589,687 | 39.9 |
| 1891 | 1,189,889 | 389,482 | 32.7 |
| 1892 | 912,570 | 361,061 | 38.2 |
| 1893 | 740,928 | 287,276 | 38.8 |

OTHER STATE COMPANIES.

| Year. | Premiums. | Losses. | Loss Ratio. |
|----------------|-------------|------------|-------------|
| 1887 | \$1,939,686 | \$ 733,692 | 37.8 |
| 1890 | 2,261,011 | 1,003,312 | 44.3 |
| 1891 | 2,685,310 | 1,020,888 | 38.0 |
| 1892 | 2,735,885 | 1,072,913 | 39.2 |
| 1893 | 2,538,644 | 1,073,368 | 42.3 |

FOREIGN COMPANIES.

| Year. | Premiums. | Losses. | Loss Ratio. |
|----------------|-------------|------------|-------------|
| 1887 | \$2,312,502 | \$ 911,901 | 39.4 |
| 1890 | 2,563,039 | 1,162,289 | 45.3 |
| 1891 | 2,847,289 | 1,023,012 | 35.9 |
| 1892 | 3,329,005 | 1,293,930 | 38.3 |
| 1893 | 3,500,882 | 1,306,516 | 37.3 |

Fire Underwriting in 1893.

We compile some comparative figures from statements of the condition of a number of companies on January 1, 1893:

| Companies. | Assets. | Net Surplus. | Surplus Gain or Loss. |
|--------------------------------|--------------|--------------|-----------------------|
| Ætna | \$10,807,666 | \$3,010,933 | —\$ 528,443 |
| American Central | 1,572,303 | 162,923 | —155,491 |
| American, N. J. | 2,342,939 | 1,170,961 | 28,917 |
| American, Pa | 2,683,115 | 76,974 | —61,445 |
| American, N. Y | 2,342,939 | 1,170,961 | 28,917 |
| British America | 1,108,936 | 398,374 | 74,016 |
| Columbian | 554,591 | 7,992 | —40,190 |
| Connecticut | 2,831,088 | 339,692 | —179,052 |
| Fire Association | 5,056,720 | 504,922 | —371,742 |
| Fireman's Fund | 3,111,489 | 733,067 | 52,093 |
| Franklin | 3,130,589 | 953,731 | —40,883 |
| Glens Falls | 2,249,552 | 1,272,007 | 52,616 |
| Hamburg-Bremen | 1,231,116 | 280,663 | —33,896 |
| Hartford Fire | 7,378,092 | 2,296,770 | —274,165 |
| Home Mutual | 961,684 | 302,753 | 24,230 |
| Home, N. Y. | 9,008,833 | 560,324 | —718,925 |
| Imperial | 1,847,271 | 762,804 | 32,380 |
| Ins. Co. N. A. | 9,432,250 | 1,865,508 | —298,558 |
| Lion | 868,915 | 379,800 | —31,839 |
| Liv'l & Lon. & Globe | 8,598,271 | 2,826,525 | —2,652 |
| Lon. & Lancashire | 2,641,029 | 478,832 | —26,146 |
| Norwich Union | 1,823,461 | 210,415 | —149,249 |
| North British & M. | 2,449,593 | 348,531 | —546,793 |
| Pacific | 736,233 | 198,012 | —49,433 |
| Pennsylvania | 3,859,058 | 1,290,174 | —129,381 |
| Phoenix, Conn. | 5,429,791 | 713,196 | —527,068 |
| Providence, Wash'n | 1,217,302 | 43,787 | —31,893 |
| Prussian National | 763,509 | 391,818 | —61,480 |
| Royal | 7,469,681 | 1,995,842 | 110,488 |
| Scottish Union | 2,543,249 | 1,221,505 | —34,356 |
| Springfield | 3,505,495 | 363,421 | —222,289 |
| St. Paul | 2,101,153 | 445,515 | —227,763 |
| Sun, S. F. | 544,538 | 46,009 | 4,380 |
| Sun | 2,449,534 | 548,531 | —119,389 |
| Teutonia | 495,710 | 87,061 | 17,360 |
| Traders | 1,701,810 | 622,358 | —80,841 |
| Transatlantic | 654,433 | 129,068 | —22,275 |
| Union, London | 841,967 | 526,720 | 73,653 |
| Westchester | 1,821,549 | 327,470 | —99,260 |
| Williamsburgh | 1,477,258 | 597,390 | —95,752 |

Foreign figures are those of United States branches. The minus sign (—) indicates decrease in surplus.

The foregoing figures tell the tale of the year. Out of thirty-nine reporting companies, only eleven increased their

surplus funds. As we have before shown, however, a decline in values, believed to be temporary, is largely responsible for the decline in surplus. The expected revival in business will restore values and correspondingly increase surplus funds.

Letter from Seattle.

Editor Coast Review:

Secretary and Manager Cottle of the State Insurance Co., Salem, Oregon, together with special agents Parkhurst and Thompson, have been in this city a week, completing the details of reinsuring the Farmers' Insurance Co. of Seattle, the reinsurance taking effect the 15th of January. It is understood they found the records and methods of conducting business in the Farmers' office very much as the same farmers would conduct office business on their ranches—in a decidedly "go-as-you-please, catch-as-catch-can" manner.

After rejecting some 200 risks as undesirable, and which will have to be canceled by the Farmers', the State has secured about 1,600 policies, covering, as they claim, an "excellent business," composed very largely of farm and dwelling property, with a big line of churches, school-houses and public buildings, many of them in Seattle.

It is reported that the State paid a little better than 35 per cent. for the business; also that the Commercial Union, Messrs. Brown, Craig & Co., and others had a look at the choice lines, and presumably did not find anything tempting at those figures. The State will doubtless undertake to substitute its policies and take up those of the Farmers' as rapidly as possible.

The Farmers' has been in existence about seven years, having started with \$100,000 *subscribed* capital, with *something* paid in. The managers have made some half dozen assessments on their stockholders, and since "notes" are not now passing freely as legal tender the assessment business got rather played out; so the Farmers' being the last Washington insurance company, was compelled to join those that were "not lost" but had

"gone before." It is appropriate to say *requiescat, or wildeat, in peace.*

Rejected Twenty Years Ago.

A TEXAN WHO WAS REJECTED AND ACCEPTED ON THE SAME DAY.

An application for an accident policy, made recently at Houston, Texas, brought forth a surprising statement of repeated rejection and acceptance ten, fifteen and twenty years ago. And the man still lives. His statement was in substance as follows:

I was declined twenty years ago by the Universal Life and the Globe Life, both of New York, on my record. I had been sick a number of times, though never seriously so. Some fifteen years ago I was rejected by the Equitable Life, after a personal examination at the New York office, because my weight (137 pounds) was too light for my height (5 ft. 11 in.). About twelve years ago I was rejected by the Mutual Life, and five years ago I was rejected by the Provident Savings. Neither company considered me a good risk. On the day the Equitable rejected me I was accepted by the — Life for \$5,000, which policy I still carry. Have also been insured for ten years past for \$5,000 in the — Life.

I was first insured, for ten years, in the St. Louis Mutual Life, which company failed; then was insured in the Texas Mutual, which reinsured in the Alabama Gold. The latter company carried me for ten years and then failed. However, I still pin my faith in life insurance, and although my health is first-rate, I count on \$10,000 being paid to my estate at some remote time.

What has 1894 in prospect? Probably if business does not revive soon the premiums will show a relative falling off at least, but the influence of the business depression on the fire losses may be assumed to be at an end. Careful investigations and settlements of losses at the end of sixty days cannot fail to check incendiary tendencies. The united action in the Buyer & Reich case has undoubtedly exercised a wholesome influence throughout the Coast.

Coast Marine Figures.

The companies which write marine business on the Pacific Coast outside of California report as follows to the Coast Review:

| | <i>Written.</i> | <i>Prem's.</i> | <i>Losses.</i> | <i>Ratio.</i> |
|----------------------|-----------------|----------------|----------------|---------------|
| Fireman's Fund . | \$14,020,570 | \$171,299 | \$91,704 | 53.5 |
| Sun, S. F. | 10,152,914 | 90,420 | 55,497 | 61.3 |
| British & Foreign | 10,449,137 | 107,367 | 35,000 | 32.6 |
| Commerc'l Union | 6,453,615 | 57,570 | 38,261 | 66.0 |
| New Zealand . . . | 3,615,700 | 30,910 | 39,853 | 132.8 |
| Thames & Mersey | 5,495,335 | 67,697 | 20,240 | 30.0 |
| Western, Toronto | 1,793,167 | 38,136 | 19,389 | 41.0 |
| Ins. Co. N. A. . . . | 2,519,183 | 35,683 | 22,809 | 63.9 |
| Providence, Wash | 1,097,374 | 20,603 | 11,114 | 53.9 |

Lloyds' Once More.

FROM A PAPER READ BEFORE THE BIRMINGHAM INSTITUTE BY ARTHUR BRAY.

Prior to the incorporation, Lloyds' consisted of members, subscribers and their substitutes, but since the incorporation consists of members, underwriters and non-underwriters, and subscribers and their substitutes. By this act of incorporation, the committee of Lloyds' had the power to demand and take from all new members a deposit of funds to be invested under the joint names of the committee and the new member as security for the payment of the underwriters' marine engagements. This sum was to be at the discretion of the committee. For underwriting members the deposit of from not less than \$5,000, to frequently double that amount is required, and even further guarantees are sometimes demanded. The sum thus held at the present day in the joint names of the committee and underwriting members is over £4,000,000.

Members are now elected by the committee on the nomination of 6 members, on showing their sound financial position, and as being likely to meet their engagements as underwriters.

In those good old days, Lloyds' must have been a very sober and grave institution. There on the benches sat the underwriters in their quaint dress with stiffly starched cravat and sedate mein, and their hats on, whilst the broker with head uncovered was suffered to approach the underwriter with some deference and re-

spect. At the present day, competition, it is to be feared, has put the cap on the other head; and it is now the underwriter who has to ask for business from the broker.

Underwriting at Lloyds' is usually done by grouping the names, that is to say, the professional underwriter who takes the risk will sign on behalf of himself and five or six others. I may mention that, in consequence of the keenness of business, the tendency is for these combinations to grow larger until we have syndicates representing ten names under one underwriter.

The procedure of business is for the broker to put upon a slip a rough sketch of the risk he wishes to place, and this (if accepted) is initialed for the various underwriters forming the group of the professional. The broker then prepares a policy which is duly signed by the underwriters.

It has been stated, although the estimation must necessarily be very approximate, that as much as £400,000,000 annually—premiums about \$5,000,000—is insured at Lloyds'. This, to my mind, is not at all above the figure, but of course there are no means of ascertaining the exact figures at Lloyds'.

The committee do not exercise any control over the underwriting portion of Lloyds', their office being merely that of an executive, and their time is occupied in the collection, publication and diffusion of shipping intelligence, and in looking after the officers of the corporation. One of these publications is the official "Lloyds' List" which appears daily. The various agents in all parts of the world telegraph, or mail home, arrivals, sailings, and other shipping particulars which may interest the mercantile world. These are collected as fast as they come in, printed and issued every hour, and the total is published at evening, forming "Lloyds' List."

To facilitate underwriters and others in finding particulars of the vessels they require out of this mass of names, a gigantic index is compiled, in which the name of every ship is entered immediately on

arrival of news concerning her. When I say that there are in the index about 280 "Mary Annes," you will, I am sure, appreciate the advantage of an index giving the captain's name and tonnage, thus enabling the seeker to discover the particular "Mary Anne" he is in search of.

For the purpose of keeping this index going, a staff of clerks is continually at work, day and night. Besides this index, Lloyds' undertake other publications, *i. e.*: "Lloyds' Weekly Shipping Index," in which particulars of every vessel up to the last word on Friday night, are indexed alphabetically, "Lloyds' Confidential Index," which is issued to underwriters only, containing information of a private nature, such as to mortgages, repairs and other details which might be of service to them when accepting risks. Thirdly comes the "British Code List" in which every vessel appears under her code number. You must understand that each ship is on registration given a particular code number, such as, for instance: B.N., X.Y., or some similar combination of letters, so that when she is spoken on the ocean, on hoisting this code number her name and business can easily be distinguished.

This "Code List" is published yearly by Lloyds'. The "International Code" is also issued, giving the name of every boat or vessel registered at the various custom-houses throughout the United Kingdom.

Then there is the "Captain's Register." In this is kept the whole life record of each captain. When the man was born, where educated, how he passed his examination, names of the vessels of which he has been in charge, what accidents have befallen him, and so on. Further, there is an information bureau, from which sailors wives and relatives can obtain full particulars of any vessel in which they may be interested, gratis.

From the time that the plans of a vessel are first made out, from the time that the keel is laid, she is continually under the eye of a Lloyds' surveyor, and her condition and progress being continually reported to White Lion Court. At certain periods, in some cases every year,

each vessel is required to go into dry dock, and to be reported on by a surveyor as to any defects she may have. And if this fails to be carried out, Lloyds' simply strike out her vessel class and put a black line against her. This is, of course, fatal to the ship as a money-earning power. Nobody would charter her, nobody would insure her, she would not be seaworthy, and the policy would be rendered void by the act.

A peculiarity of this publication is, that although it is issued to subscribers every year, it is corrected each week, which is, I think, astonishing work. That is to say, all reports and alterations which come in are added in red or black, as the case may be, week by week. I think I might mention that the value of the type alone used in the production of this masterpiece is something like £35,000. Lloyds' Register committee have now their own printing establishment on the Thames embankment, with, of course, their own permanent staff of printers.

Hitherto we have looked upon Lloyds' and the various companies as one harmonious family, all working for one object, that object being the classification of ships and the dissemination of shipping intelligence. Up till the year 1720, Lloyds' had practically a monopoly of marine insurance. But about that time was started the London Assurance Corporation, and soon after the Royal Exchange Assurance Corporation, the former being piloted by Lord Chetwynd and the latter by Lord Onslow. Then, after a lapse of about 100 years, a number of companies sprang into existence, and have been increasing until at the present day there are something like 46 companies and agencies of foreign companies in London competing with Lloyds' for marine insurance business. Although Lloyds' and the companies are united for the purpose of collecting information and the production of their register, they are all at "daggers drawn" as regards insurance business.

Lloyds' having no underwriting agencies elsewhere, and transacting all its insurance in its own room, the brokers

thus become in point of fact the agents whilst the marine insurance companies, having a net work of agencies and branches all over the country, endeavor as much as possible to do business direct, that is, without the interposition of a broker. But the advantage of Lloyds' is that the expenses are so small that an underwriter paying, say 20 guineas a year, can with a small office and staff, sit all day at Lloyds' and accept as much business as one of the smaller companies, saddled with an expenditure of 30 or 35 per cent. A Lloyds' man can get his business at 20 per cent., including commission, therefore you will see that insurance effected on the same basis, leaving the companies no profit, would yield to a Lloyds' underwriter from 10 to 15 per cent. This is the *raison d'être* for the existence of Lloyds' underwriting institution at the present day.

Perhaps you will permit me to point out, in conclusion, that the whole of this gigantic organization known as Lloyds', whose influence and reliability I have tried in some measure to put before you, has been entirely created and carried on without government interference in any way, without any red tape of officialism, and practically the members of Lloyds' shipping interest have given their services gratuitously. It is gratifying to think that in these days, when almost everyone is crying for government help, government subsidies and government regulations, that this, one of the most successful institutions of present or past times, whose power and influence embraces, and is felt in, the whole commercial world, has grown up to its full perfection relying upon nothing but its intrinsic merits—its straightforwardness and business-like dealings with various shipping interests.

California Marine Figures.

The marine business in California is discussed elsewhere. The total premium income again shows a decline, but the average loss ratio was lower. The Fireman's Fund is the only company reporting over \$100,000 premiums.

The comparative figures for California (virtually the Coast) are as follows:

| LOCALS. | | | | Av. | Av. |
|---------|------|-------------|-----------|-------|-----------|
| Yr. | Cos. | Written. | Premiums. | Rate. | per Co. |
| 1877 | 5 | \$20,760.39 | \$511,468 | 2.46 | \$102,293 |
| 1888 | 6 | 25,93,798 | 455,629 | 1.81 | 75,838 |
| 1889 | 6 | 22,814,703 | 403,291 | 1.76 | 67,215 |
| 1890 | 5 | 19,703,243 | 395,543 | 2.01 | 79,109 |
| 1891 | 4 | 24,086,704 | 469,913 | 1.96 | 117,478 |
| 1892 | 3 | 19,615,382 | 352,969 | 1.80 | 117,656 |
| 1893 | 3 | 22,250,522 | 260,187 | 1.19 | 86,700 |

| EASTERN AND FOREIGN. | | | | Av. | Av. |
|----------------------|------|--------------|-------------|-------|----------|
| Yr. | Cos. | Written. | Premiums. | Rate. | per Co. |
| 1877 | 22 | \$60,908,997 | \$1,057,679 | 1.73 | \$48,076 |
| 1888 | 41 | 109,180,036 | 1,297,067 | 1.09 | 32,426 |
| 1889 | 41 | 118,200,756 | 1,199,143 | 1.01 | 29,247 |
| 1890 | 39 | 114,725,841 | 1,130,910 | 0.98 | 28,997 |
| 1891 | 40 | 142,653,827 | 1,534,362 | 1.07 | 38,359 |
| 1892 | 40 | 126,181,805 | 1,285,907 | 1.02 | 32,147 |
| 1893 | 45 | 106,360,264 | 1,094,252 | 1.03 | 22,094 |

San Francisco Business.

The San Francisco premiums last year footed up \$2,436,481, a loss of \$12,167. The decline in the preceding year was \$33,255. The local companies' total is about \$90,000, due partly to the retirement of the California and State Investment. The other-state companies' city premiums were over \$30,000 less, as compared with '92 business, while the foreign companies' gained \$108,000. The total loss in premiums was nominal, while outside of San Francisco the loss was very large. The maintenance of about the same amount of premiums indicates that San Francisco has profited materially by the Midwinter Fair. The following figures of withdrawn companies do not appear in the table printed elsewhere, though included in the totals: German, Pa., \$4,435; New Hampshire, \$5,249; Peoples, \$5,738; State Investment, \$13,268. The San Francisco losses were exceedingly moderate.

BUSINESS BY QUARTERS, 1893.

| | | Premiums. |
|---------------------|--|-----------|
| First quarter-year | | \$561,930 |
| Second quarter-year | | 658,757 |
| Third quarter-year | | 621,364 |
| Fourth quarter-year | | 591,429 |

West Virginia is the favorite breeding ground for wild-cats.

Life Notes.

The Nederland Life Insurance Company of Amsterdam, Holland, which opened a United States branch office several months ago, makes a good showing of new business considering the short period in which it has been at work in the American field. Between October 2 and December 31, 1893, it received 444 applications, representing \$1,898,500 insurance. Of these proposals 213 were accepted, representing \$908,000.—N. Y. Chronicle.

* *

A provision in a policy that none of the terms shall be waived except in writing by the president applies to conditions on back of policy, made part of contract. Mass. 678.

* *

We shall be pleased to note in this column the progress of life companies, quarterly or otherwise, if the companies or agents will send us their bulletins or company publications. Such items add to the interest of this department, and the gratuitous advertisements will certainly do the beneficiary companies no harm.

* *

During the first month of the new administration of the Union Mutual Life—November—\$746,000 of new business was written. This was a gain of nearly 50 per cent. and was 100 per cent. greater than the November average for seventeen years.

* *

Edward Shepard has been appointed Salt Lake agent for the Union Mutual Life.

* *

Richard Hines and the Germania Life at Salt Lake have made up their differences, but have concluded to part company.

* *

The National Life of Vermont is a vigorous competitor for New York business, and has appointed as its metropolitan agent a man who has made a fine record as manager for one of "the giants."

* *

The United States Life presents a statement showing \$6,934,389 assets, a gain of a few thousands. At normal value of assets there would be a gain of about \$125,000 in assets. This staunch company wants a good agent to take charge of its Pacific Coast business.

* *

The Mutual Benefit Life Ins. Co. of Newark, N. J., is plaintiff in a suit against C. W. Robinson, of Dubuque, Ia., to effect the cancellation of a policy for \$20,000. After issuing the policy and receiving the premium the com-

pany learned that some of the questions in the application had been answered untruthfully. Desiring to revoke the contract the company offered to return the premium, but Robinson refused to receive the money tendered. Suit was then commenced by the company in the United States district court, and at the trial at Dubuque, some months ago, the verdict was in favor of the defendant. The case was appealed by the company to the United States circuit court, which has recently affirmed the judgment of the lower court. If the case is carried further it will be to the supreme court of the United States. To the lay mind a contract obtained through misrepresentation on a vital matter would seem to be fatally vitiated in its very origin.—Insurance Critic.

* *

The Russian government has decided to prohibit all forms of "tontine" insurance. This is the penalty which the American life companies pay for adhering to a term which no longer applies to the life insurance policy of to-day.

* *

The Arkansas supreme court pronounce unconstitutional the law levying a license of \$100 on the peregrinating lightning life solicitor. This decision is to be regretted. The home solicitor does better work for the companies, sticks nearer to the truth in his representations, and therefore his business sticks with his company.

* *

The case of Yore v. Booth, rec. of Bankers & Merchants, is before the supreme court of California.

* *

Walter C. Wright, actuary of the New England Mutual Life Insurance Company, has prepared and published the female mortality experience of that company, in which he shows that the general rate of mortality of the New England policies on female lives is .01155, or \$11.55 per annum for every \$1,000 exposed to loss, which is only 72.20 per cent of the combined experience rate; 78.68 per cent of the American, 85.35 per cent of the British government annuitants, and 86.86 per cent of Farr's.

The salutation in Honolulu is somewhat like that in America. Here we say, How are you? There they say, Howahyi! Things have a Dole-some look in the sugar islands, but everything will be all right in the sweet bye-and-bye.

Twenty fires in a recent month were caused by electricity.

The Life Insurance Agent.

WELL BEGUN IS HALF DONE. — There are times and seasons when instinctively men relax their efforts and sail with the stream. One of these seasons is after the achievement of success, and the worker feels himself entitled to repose. This is natural, perhaps desirable; it is breathing time. Rest after toil gives a zest to life, stimulates to fresh exertions, and prevents hard work from degenerating into drudgery. Indulged in in moderation, complete abstention from business ensures the more efficient conduct of business. But moderation is essential, otherwise the thread is apt to be lost, time is required to pick it up, and work is duplicated, a disheartening process and a fatal error when despatch is often the key to success.

The insurance agent cannot afford to rest on his oars for long. The art of eliciting assent, too often an unwilling assent, is largely the art of acting at the right time, and a protracted holiday means letting some of these "right times" slip past. Besides there are plenty of agents always on the alert, and he who does not constantly look after his clients may realize that not infrequent experience that one sows and another reaps.

.. When weakness whispers, 'To-morrow.'
To-morrow findeth him the weaker."

The habit of starting a new year with good intentions of turning over a new leaf is not wholly confined to childhood, and the family man, knowing it his duty to insure his life, may well be approached in this connection. There is something more than sentiment in the feeling that one's sins of omission are fewer this year than last; and he who starts the year with the knowledge that he has done his best to provide for those dependent upon him will find the months slip by with one caring care the less.—The Insurance Agent.

Liverpool advertises for its museums, but will exact from the appointee a pledge to insure his life to the extent of an annual premium equal to two per cent. of his salary. Thrifty Liverpool is looking far ahead, to the time when her museum man might like to retire on a pension. The insurance will buy the pension.

Insurance Institute, New South Wales.—Year's income, \$600; expenses, \$500. New officers—president, R. Kerr; vice-president, R. B. Cameron. This underwriters' association seems to be prosperous; it is certainly useful.

Three British Anecdotes.

The motto of a large English office, when anglicized, reads: "We hold thee safe," but the ingenious American agent thought it would appeal more directly to his fellow countrymen if he dropped one "e," making the motto read, "We hold the safe." And so the company was advertised.

DAMAGE TO FEELINGS.

Some years ago two maiden ladies, in Northumberland, were burned out of their dwelling house. Of course they sent in a claim to their office for the full amount of their policy—£300. As usual, they were politely requested to give some details of their burnt property. They carefully filled up the claim-form sheet sent to them, but, do what they would, they could not, after entering goods to the value of £230, find another single item to swell the amount. However, they seem to have found a sudden inspiration, and the last item of the claim read: "Shock to feelings, £70." The insurance company requested them to point out the item in their policy under which this part of the claim was made, which of course, the poor things failed to do.

VOLUNTEER HELPERS.

Companies have much trouble in dealing with the shoal of alleged "helpers" who crop up after every fire. When a man extinguishes a lighted match with his foot or throws a pailful of water on some burning paper, he makes a claim on the insurance company for practically salving the building. He trebles its value, and then points out how he saved the company from a disastrous loss. He does not fail to impress upon them how indebted they are to him and how substantial their expression of gratitude should be. The exertions of "helpers" at fires seem to be something superhuman, judging by the quantity of liquor (by way of refreshment) consumed by them. If the total quantity drunk could by any means be thrown on the flames, the fiercest fire would be subdued in a very few minutes. At a distillery fire in the Western Isles the quantity of whisky alleged to have been supplied to helpers, and for which the company was asked to pay, worked out to a gallon and a half per man. We should imagine that with such an inspiration the extinguishing efforts would have been most intelligently directed.—Tit-Bits.

The German life offices report a steady increase of business since the Franco-Prussian war.

The Year's Fire Losses.

The Standard estimates the United States fire loss last year at \$136,100,000. The Commercial Bulletin weeps over a national loss of \$150,400,000. There is a trifling difference of only \$20,000,000 between these estimates, both of which are based on wild newspaper estimates. The Commercial Bulletin's fire loss reports are wholly unreliable, as we have repeatedly shown. These newspaper estimates of the total United States fire loss are merely "guess work." The reader can guess for himself—every Yankee "guesses." Let him multiply the total insurance loss by two, and subtract 15 or 20 per cent., and he will approximate more closely to the actual loss total than any compiler of reporters' estimates can. According to the Chronicle the original loss compiler on the Commercial Bulletin "gives the snap away" thus: To find the fire waste for the current month, examine the Chronicle fire tables for a series of years. With the average for a basis, make a close estimate of any unusually large fires, and add or subtract from the average, according to the indications of a greater or less loss than the average. The total thus obtained will serve to print and telegraph as the loss for the current month. Now let "the other fellow" tell us how the Chronicle monthly estimates are compiled.

The Australian Life Assurance Agent.

In order to do a successful business in Australia, says the general manager of the Australian Mutual Provident Society, it is necessary that we send our agents all over the country, and the first thing to be done by them is to procure the necessary number of horses and a native guide, who takes charge of the reserve horses. If a journey of several weeks is projected, it is necessary to take along a number of horses. The agent has to pay for the horses and for the guide out of his own pocket. Before starting, he informs his company, which will place at his disposal one of their confidential medical men, for whose expenses alone they will be responsible. The agent starts with at least four horses. On the first field where he sees a farmer at work, he will stop in order to expound to him the beneficial effects of life assurance. Should the agent find him willing, the physician will at once commence his part of the work. The agent will then collect the premium, issue a receipt, and continue his journey, without any further delay, sometimes making 100 miles a day. This method of sending out agents on

horseback, accompanied by a physician, may seem strange to Europeans. Still we have agents who in this manner procure 200 policies a year. The agent is naturally exposed to many privations, whilst, on the other hand, his journey is frequently not wanting in humorous incidents. Apart from American and English companies, there are at present in Australia nine ordinary life assurance companies and one industrial company.

The Month.

FIRE.—The retirement of the Manufacturers & Builders of New York is announced. This company has a paid up capital of \$200,000. Some time ago it became the property of the Palatine, and its retirement was therefore not unexpected. Boyd & Dickson represented the company in this field.

The Western of Toronto in defending a case alleged that plaintiff had set fire to his house. Plaintiff thereupon sued the Western for libel in the sum of \$10,000.

The Northern City, of Duluth, Minn., a doubtful scheme, has suspended. This company required agents to hold stock.

The capital of the Security of New Haven has been reduced to \$200,000. The Security is fashionable.

The Guardian refused to co-operate with the Western Union in the 15 per cent. brokerage plan.

The Knox Mutual of Indiana is in the hands of a receiver. Next! Beware of fire mutuals.

President Hart, who founded the Columbian Fire of Louisville, has "stepped down and out."

Jeffrey Beavan, formerly United States manager of the London & Lancashire, has been appointed sub-manager of the Royal home office, under Digby Johnson.

LIFE.—Somebody issues a "pudding" cartoon representing the managers of "the giants" about a bowl labeled "new business pudding, 1893." In the doorway stands a youth (1894) with a bowl of "new business pudding 1894," for which one of the managers is waiting. The implied meaning is as plain as the authorship of the cartoon.

The actuaries of Great Britain have begun the work of compiling new tables of mortality, covering thirty years from '63 to '94, and embracing a variety of policies and vocations. The old experience tables, on which rates are now based, are declared to be unsatisfactory in respect to the time and the number of lives.

ACCIDENT.—The Mutual Benefit of Cincinnati, which began business two years ago

with \$100,000 guarantee notes, has given up the fight, as the Coast Review said it would.

The National Benefit and Casualty Co. of Milwaukee has deposited \$100,000 in bonds and mortgages with the Wisconsin authorities.

The Northwestern Accident Association of Minnesota has found the assessment plan a failure.

Companies Encourage Rebating.

I am not prepared to say what advantage, if any, has been derived from anti-rebate laws in states where such laws are supposed to be in force, either by the people, the companies, or the agents. Hints and impressions have occasionally been wafted to my ears that they are a fake to those companies that encourage rebating where no law exists against it. I will not attempt to prove that anti-rebate laws have been advantageous to the companies, but I believe that no one will deny that anti-rebate in practice, as well as theory, is an advantage to the companies as well as the people and agents. There is supposed to be a mutuality of interests between the companies, the insured and the agents that should bind them together as "members of the same body." If one member is cut and mutilated, all will suffer. The agent that makes a practice of rebating must be aided and abetted by his company who puts him in a position to do so by paying him a commission that makes rebating possible. Agents are not out in the field pleading with unthinking men to protect their wives and children, while their own families are playing the hand organ on the street corners to get money to pay their hotel bills.—L. D. Bailey, before K. C. Life Underwriters' Association.

Fire Notes.

The "Citizens Fire Association" of Minnesota is something new. It is an alleged union of Northwestern towns exclusive of the larger cities, with a membership confined to property-owners. The object is said to be the improvement of the hazard and the prevention of the insurance of bad moral hazards by "the reckless agent." K. Kneutson, who used to ride the fire coroner hobby, is manager. It is claimed that the recent raise in rates of 20 per cent. on business risks was largely due to the "jumbo" losses in the large cities. The smaller cities very properly object to paying for the bad underwriting which carried these "target risks" at a losing rate. The new scheme strikes at the local agents' commission, but will make it "an object" to him to handle business at ten per cent.

The experience of fire underwriters in 1893 furnishes evidence in support of the rule, to which we have before called attention, that small losses increase somewhat in the proportion that large losses decrease. In other words, in years of conflagrations the total loss is less than in ordinary years, and the fire underwriters make more money. In 1893 there were few large fires and no great conflagrations; but it was an exceedingly bad year for underwriters. In years when whole cities are swept away by flames money is made. Without these warning fires carelessness doubtless increases and smaller lines of insurance are carried.

One underwriter is of opinion that the increased fire loss is the result of the erection and stocking of lofty sky-scrapers. This opinion is ill-digested, it is evident, because few such buildings are "warehouses" and very few destructive fires have as yet occurred in them. We must look further for the steadily increasing fire loss in this country.

The Home of New York informs its agents that dwellings and barns have proved unprofitable, and that farming tools and household furniture have recently depreciated from 25 to 50 per cent.

The Milwaukee burned district is not being rebuilt.

Lights and Shades.

The general manager of the General of Berlin bore the name of "Pfaehler," and he recently died of heart failure.

Electricity Fires.

Nineteen fires caused by electricity during a recent month were reported by underwriters' electrical inspection departments. In sixteen cases the fire loss was nominal or nothing. One loss was \$300 and another \$3,900. A \$200,000 fire was caused by telephone wires crossing with trolley circuit. High wind at the time. Of sixty-odd other fires caused by electricity in previous months, fifty resulted in little or no loss. The total of the losses was less than \$50,000.

Russia's Way of Putting Out Fires.

In a Russian village there is not even such an organization as we possess in this country in the small volunteer companies. In their stead is a log stable with thatched roof, containing an old-fashioned hand pump and three casks mounted on wheels. These are kept filled with water, and each is drawn by a single horse. The horses are the property of the

commune, and they are kept tethered outside the cabin, ready for duty at a moment's notice. A place is also set apart in the hut for the muzhik who serves as watchman, an office that is held, turn by turn, by the inhabitants of the township. The location selected for this cabin is as near as possible to the residence of the Pristav, or the district captain of police, and upon an alarm of fire he drives to the scene in his telega at the head of the procession of carts and peasants.—Harper's Weekly.

Humburg State Supervision.

Chas. A. Taylor, assistant superintendent of insurance, is spending the holidays at his old home at Lynn, Mass.—Topeka Capital, Dec. 21.

Mr. Taylor "examined" at least three companies on the road—enough to pay expenses. His superior wisdom found them all solvent. This was known before, of course. To one company Taylor gave a better showing, by many thousand dollars, than it claimed. This is the record that "supervision" is making in one state.—Insurance Magazine.

Mutual Guaranty Bond Invalid.

In *Goss v. Peters*, 57 N. W. R. 28, the Michigan supreme court holds that the guaranty bond given by the directors of a mutual fire office, to be drawn on when necessary to protect policyholders from assessment on their deposit notes, is void. In this case the Manufacturers' Mutual, of Grand Rapids (Goss, receiver) advertised a guarantee fund of \$100,000 as a protection against a greater assessment than 20 per cent. per year of the deposit notes. The court pronounced this guarantee fund illegal, under the act authorizing the organization of fire mutuals, because it relieved policyholders from their statutory liability of assessment. Further, "the duty of the receiver is to proceed to assess the members, for the purpose of obtaining the funds to pay the debts of the concern."

The Big Hartford Fire Engine.

A local paper says: One of the veteran firemen who recently made a trip through the East was describing a fire engine owned in Hartford, Conn., to several gentlemen in the Occidental last night. It is said to be the largest and most powerful locomotive steam fire engine in the world. It is called "Jumbo," and is over 15 feet high, 17 feet long, weighs 8½ tons, and can throw 1350 gallons of water a minute. The size of this monster is better appreciated when it is compared with a fire engine of the ordinary make. The common horse draught engine only weighs 6000 pounds and has a water capacity of 500 or 600 gallons

a minute. Enough steam can be generated in the "Jumbo" in two minutes to run the engine at a speed of 31 miles an hour. It was designed and paid for by the big insurance companies of that city.

A British American Straw.

Our monarchical contemporary, Insurance and Finance Chronicle of Montreal, does not confine its editorial flights to the dull skies of insurance and finance. Watch this flight, but do not call Uncle Sam's attention to it:

"Hawaii owes its civilization and Christianization to England. The imperial crown might very justly claim to wear Hawaii as a gem. The position of Hawaii is one of great strategic importance. It might be made a Pacific Ocean Gibraltar, and be a menace to imperial commerce. We favor a joint protectorate of England and the States."

Who Wrote It for Him?

The governor of New York very sensibly says—and such platitudes deserve wide circulation—in his annual message:

"It is not from the point of view of the insurance companies, however, that I would call your attention to this matter, but from the point of view of the general public. Great losses by fire are always to be deplored. They diminish the amount of taxable property, they throw men out of employment, they cripple business, they destroy capital, they wipe out profits, they sacrifice human lives, and they impose extra burdens on all property-owners by increasing the rates of insurance—for if insurance companies must take greater fire risks, the insured will be compelled to pay greater premiums."

Minor Mention.

Well, did you pay your subscription bill? If not, it is not well.

Under this head—"Minor Mention"—we are prepared to announce births of future "distinguished underwriters."

Portland has a citizen who is 104 years old. This, according to our esteemed contemporary Insurance World, is an argument in favor of life insurance.

There were 4,132 fires in New York in 1893. The property loss was \$5,931,000, or \$3.77 per capita. The property loss in San Francisco was \$2.30 per capita, or about the average for the whole United States.

According to the Weekly Statement, the late Peter Notman, president of the Niagara Fire, was insured for \$2,000 in 1853. His net premium payments were \$1,199.78. The life insurance company paid \$3,316.00, thus insuring Mr. Notman for forty-three years and paying to his estate \$2.76 for every dollar paid to the company.

Some Fire Underwriting Results.

Recently the Weekly Underwriter printed a table of earned premiums, losses expenses, etc., in the United States. The percentages, by classes, of losses and expenses to earned premiums were found to be: New York, 92.02; other-state, 96.73; foreign, 101.45; total, 96.42. These figures are based on company experiences from organization or since admission to the United States, and an expense ratio of 34 per cent. is assumed.

This is a fair assumption, and it is supported by official figures. There are only a few companies, like the Guardian, which finds itself compelled to pay 41 per cent. for expenses in order to procure and keep business.

Our contemporary sums up the result of its compilations as follows: "The stock agency companies still doing business have earned \$1,767,727.696 in premiums at an outlay to themselves of \$1,740,490.916 in losses and expenses, or 96.42 per cent., leaving some sixty-three millions or 3.58 per cent. of apparent profit since fire insurance first began in the United States."

It is not unworthy of note, in view of the company's recent withdrawal from so many localities, and its abandonment of farm business, that the Sun of London leads all foreign companies in loss ratio and in ratio of losses and expenses to earned premiums—71.51 and 108.90 respectively. We shall not be surprised to hear of the Sun's withdrawal from the United States.

Life Insurance for a Church.

A recent decision in North Carolina will be likely to stop the practice of insuring church members for the benefit of their churches. The supreme court of that state holds that, however worthy the motive, there is no insurable interest which will sustain such a policy: that it is a mere gambling contract, and as such void. As regards the case in point the doctrine is probably sound. The policy was applied for by the insured, but was paid for by and delivered to the church corporation. This was obviously a mere

speculation by the latter in the member's life. It had no legitimate claim upon him whatever. While he may have been an active supporter, such support was wholly voluntary.

But we do not consider the decision conclusive as to this method of insurance. Many churches are compelled to rely on the active support of a few members, and, if their lives are spared, have reasonable expectations of valuable pecuniary benefit. It is only proper that, with the consent of such members, their lives should be insured for the benefit of the church. But the consideration should move from the members themselves. They should pay their own premiums and take out their own policies, nominating the church simply as the beneficiary, or party to whom payment is to be made. The mistake in this case was in allowing the church to be practically the contracting party.

There is no legal or moral objection to any man protecting the object of his benevolence by a policy on his life, if he is so disposed, while there are serious objections to an institution on its own motion speculating on the lives of its supporters. This distinction should be carefully noted in case of such applications.—Insurance Monitor.

Coast Non-paying Hazards.

The compilation by the New England Insurance Exchange of non-paying hazards, as shown by the experience of a number of companies, suggests to us the possible service of a similar compilation in this field. As we said last month, the list would be a surprising one. It is evident from recent contentions for dwellings and other desirable risks that many of the companies have been losing money on a variety of hazards and are trying to maintain a favorable average by writing freely on detached risks which are known to be generally profitable. The Pacific Insurance Union might take up this suggestion of ours with advantage to the union. The present season is a favorable one for a compilation of non-paying hazards on the Coast. The year's figures are completed, and the loss average experi-



W. J. Howard

GENERAL MANAGER PACIFIC DEPARTMENT

CONTINENTAL INSURANCE CO. OF NEW YORK.

ence emphasizes the importance of greater knowledge in the premises and a revision of rates. Too many good risks are paying for too many bad risks, and it is the margin on these good risks that encourage pledge-breaking and rebate giving. The time for this non-paying hazard compilation is opportune, and besides there is the successful example of the New England association. Let the Pacific Insurance Union try its hand in the matter.

It is too much to expect all the officers to respond, of course, but a sufficient number may take the committee into their confidence to furnish figures on which action may be taken in regard to rates. With such figures, and a revision of rates, the problems before the union may be of easier solution, and justice will have been done the owners of both extra good and extra bad risks.

William S. Duval.

The general manager for the Continental Fire Insurance Company of New York for the Pacific Coast department is the latest addition to our series of portraits of Coast underwriters. Mr. Duval was born in Middletown, Conn., in 1847, and comes of Revolutionary stock by direct descent. He was reared, however, in New York city. On the paternal side he comes from Knickerbocker stock. He received his scientific education at the Columbia College school of mines, and was a member of the first class on the organization of that department of this famous college, although he had prepared himself for the classical course.

After leaving college Mr. Duval came to California by way of the isthmus, arriving in San Francisco in August, 1868. He has had a varied career in mining and mercantile pursuits until taking up the insurance business in 1883. In 1885 he entered the service of the Pacific Insurance Union, and after filling all positions in this body was elected general manager in 1890. He resigned this position in August, 1893, to take the management of the Continental for the Pacific Coast.

During Mr. Duval's term of office as manager of the union the latter passed

through some of its most critical periods, and his skillful and diplomatic handling of affairs won for him the highest commendations of the insurance fraternity. At one time Mr. Duval held the resignations of four or more members of the union in abeyance while by careful work he secured an adjustment of their difficulties. Work of this nature necessitated numerous trips to Eastern cities and brought him in close contact with leading underwriters throughout the country.

Before taking the management of the union Mr. Duval had charge for several years of the mountain district, with headquarters at Salt Lake, and afterwards of the Northwestern department, including Oregon and Washington, with headquarters at Portland.

Through his intercourse with mercantile and manufacturing interests on the Coast, brought about by his continued service in inspection and reformative work for the union, Mr. Duval has had a fine training for department service for his company, and should exhibit an exceptional record. He is also specially well informed as to the fire protection facilities of all cities in his district, having served a year under the general fire and water committee as special inspector in this department of union work.

Mr. Duval has always engaged himself largely with social and educational associations, and is a member of many clubs and societies in this as well as other cities, where his labors have taken him—among which may be mentioned the Merchants, University and Union League clubs of San Francisco, the Chamber of Commerce and the Art Association of San Francisco, and two local yacht clubs, and the Arlington of Portland and the Alta of Salt Lake City.

The Continental Insurance Company works through three central points, New York, Chicago and San Francisco, and the Pacific Coast department, handled from San Francisco, is therefore one of its most important branches. In selecting Mr. Duval for this district the company has shown a confidence in him which, judging from his record on the Coast, is not misplaced.

The portrait we present our readers this month is a good likeness of Mr. Duval, but it hardly does him exact justice, for he is a better looking and a younger looking man. Many of our readers have met Mr. Duval, socially or in a business way, and they will endorse The Coast Review's favorable opinion, to wit: that he is a cautious, level-headed man of business, and personally a genial companion, who will make friends of his local agents, and will look carefully after the interests of his company, in little details as well as in the larger affairs of business.

New York Life Insurance Company.

The New York Life makes the following statement for the year ending December 31, 1893: Assets, \$148,700.781, a gain of \$11,201,580; surplus, \$17,025,630, a gain of \$220,682; premiums, \$27,488,657, a gain of \$2,448,543; income, \$33,863,647; excess of income over outgo, \$10,438,922; insurance applied for, \$252,418,748; new insurance actually written, \$223,848,991, the largest amount of new business ever written by any one company in any one year; insurance in force, \$779,156,678, a gain of \$89,908,049. The grand aggregate since organization in 1845 is as follows:

WONDERFUL RECORD.

| | |
|---|---------------|
| Premiums | \$328,286,735 |
| Interest, etc. | 75,143,339 |
| Total | \$403,430,065 |
| Death losses | 78,563,869 |
| Endowments paid | 13,278,031 |
| Dividends paid (24% of total) | 43,957,000 |
| Surrender values paid | 34,596,867 |
| Annuities paid | 15,939,788 |
| Total paid policyholders | \$184,335,556 |

In California, under the management of Col. Alex. Hawes, the New York Life wrote the largest amount of new business last year (\$7,920,440), and the largest amount ever written in one year in California. All competitors were distanced last year, in new writings.

The Old Maids Insurance Society of Denmark assumes that every woman has a reasonable chance of marrying up to age 40, when she is entitled to an annuity. Marriage at any age works a forfeiture.

The organization of a similar scheme in England is announced. The object is praiseworthy. Let some honest and capable old maids in this country try the plan, and earn gratitude—and salaries.

The Continental's Circular.

The Continental Insurance Company of New York has sent to its special agents and adjusters a circular from which we make the following extracts:

We are convinced, after careful scrutiny of our adjusted losses, that we have, in an unduly large number of cases, been forced to pay more than was proper for damaged property, and especially for merchandise, machinery, etc. In two recent cases where settlements were made upon stocks of women's cloaks and other outer garments, full prices were allowed for goods that were absolutely out of style, and which could have been bought retail in New York for probably 33½ per cent less than was allowed as a wholesale price. Those of our adjusters who have watched the auction sales of stocks of failed merchants, for account of assignees, receivers, etc., during the past year, will not need to be informed that they have averaged only from 40 to 60 per cent. of cost value. It is no disparagement to the average adjuster to say that he is not competent to pass upon the value of such goods. In our opinion an appraisal should have been insisted upon, as we believe we would have fared better at the hands of some honest tradesman dealing in the same line of goods, it being borne in mind that we have, at all times, after an appraisal, the right to take the goods at their appraised value if we are not satisfied with the result.

Under no circumstances do we desire any adjuster of this company to make what we call a "jump" estimate or a percentage allowance for damage. It is a lazy, shiftless, and reprehensible method of ascertaining what is due to a customer. Probably in nine cases out of ten the assured, better informed as to the goods damaged, gets the advantage of the company in the settlement. Where, on the other hand, he does not receive all that is due him, a wrong is done him, so that one honest man is made to suffer in order that nine may make a profit. There is no rule of the company, therefore, which we shall insist upon more rigidly than this. We cannot better express the rule of the company than in the words of the instruction book, viz., to pay each claimant not one dollar more than his loss, not one cent less.

The Sun Insurance Company.

THE SAN FRANCISCO SUN IS STILL ABOVE THE HORIZON, AND IT SHINES FOR ALL THE PACIFIC COAST.

The wisdom of the conservative management of the Sun Insurance Company which decided to restrict its business to the Western territory has been confirmed by the favorable experience of the Sun in this field and the unfavorable experience of companies generally in the East.

Many fire insurance companies have gone to the wall in recent years—larger companies, too—and it is therefore not out of order for us to congratulate the officers of the Sun, not only on the "survival of the fittest," but on a prosperous showing which is an assurance of the future.

In 1891, when the company was writing in the East, the Sun's total premiums were \$416,539.20. In 1893, after abandoning that hot territory, the Sun wrote \$480,232.77 in premiums.

The assets on January 1, 1893, were \$532,450.54. On January 1, 1894, the assets were \$544,537.86.

The Sun does more business and has more assets than when its agencies were east of the Mississippi. When it retired from the East its fire reinsurance reserve was reduced to \$72,371.00. Now the same reserve fund is \$126,521.57.

It is true that the net surplus of the Sun, like that of three-fourths of the companies, has been reduced; but on account of the growing business of the company, the unearned premium fund has been continually increasing, and last year it was raised \$16,896.78 over that of the previous January, which is about the decrease in its net surplus for the year.

On the Pacific Coast proper the Sun increased its premium income, and incurred a loss ratio of 5 per cent. less than the general average.

Looking the annual statement all over, from different points of view, it is a good one, and commands confidence in the company. The business is increasing, assets are growing, surplus as regards policyholders has been maintained; risks are well distributed in a profitable field; and the outlook is good.

The Home's Circular.

The Home Insurance Company of New York issues a circular to agents, in which the following appears:

The amount of property which has been consumed by fire during the past year is unprecedented in any year not marked by any one big conflagration. The causes that have produced this condition of affairs are still in operation, and it becomes us all to take such measures as are in our power to guard against ourselves suffering from their consequences. Property of all kinds has depreciated in value, so that what three years ago, or even one year ago, might have been a fair and reasonable valuation, is to-day far above the cash value of almost any kind of property. This, of itself, should put every underwriter on his guard to avoid over-insurance, that is, putting temptation in the way of owners of such depreciated property.

Of course, on renewal of all old business as well as in the acceptance of new risks, the value should be carefully and critically scrutinized, and care be taken to leave a reasonable and proper margin at the risk of the owner. You can easily see that this applies to stocks of merchandise of every description, but we are apt to forget that it applies equally to household goods, which could to-day be replaced in most instances at a very large concession from what they cost even a short time ago.

It therefore becomes your duty as agents of the company to reduce the amount of insurance on renewal of policies, and see to it that on both old risks and new no excessive amount is allowed to be insured on the property.

Dun & Co.'s Weekly Trade Review describes the year 1893 in sudden shrinkage of trade, in commercial disasters and depression of industries the worst in fifty years. The year closed with the prices of many products the lowest ever known: with millions of workingmen seeking in vain for work, and with charity laboring day and night to keep back suffering and starvation in our great cities. Fire underwriting managers had no good reason to expect increased premiums in 1893, and seemingly they have no right to expect any increase in 1894.—The Montreal board of trade has issued a report in which Canada is credited with the best business year in 1893 for many years.

The Teutonia of New Orleans made a profit last year and paid 10 per cent. dividend.

Union Mutual Life Insurance Company.

A sterling company this, so well managed and successful that in a year of general disaster it made gains as follows:

Increased amount of new insurance written.
Increased number of new policies issued.
Increased premium income.
Increased income from interest and rents.
Increased total receipts.
Increased number of policies in force.
Increased insurance in force.
Increased assets.

The annual statement, issued promptly, presents these principal figures: Assets, \$6,453,309; receipts, \$1,261,930; insurance in force, \$35,914,417. The Union Mutual has paid policyholders since organization \$27,114,623, an item which shows the benefits conferred on society by this old-established life offices. Good territory is still open for experienced agents. Thornton Chase is superintendent of agencies for the Western department, and W. C. Leavitt is manager, with office at 419 California street, San Francisco.

California Assessment Figures.

We print a table of the figures reported by the authorized assessment companies to the California insurance department. Seven companies have thus far failed to make reports, and the inference is that the managers are ashamed of their figures. The leading assessment company is the Northwestern Masonic. The total life business written was some \$26,000,000, or a little more than the regular companies wrote. The assessment receipts, however, were less than half the premium receipts. Losses paid were about the same as receipts. The regular life companies pay nearly five times as much as the assessment companies for losses. The assessment insurance in force is about \$40,000,000, or about a third the amount in force in the regular companies. In insurance in force the assessment companies are losing ground. They have less life insurance and less accident insurance in force in California to-day than a year ago. They do considerable—too much—new business, but it doesn't stick. The assessment system lacks the glue of security.

The Home Mutual Insurance Company.

GAINS IN ASSETS. NET SURPLUS AND PREMIUM RECEIPTS.

The thirtieth annual statement of the Home Mutual Insurance Company of California is the best it has ever made, and should put at rest any foolish rumor, possibly afloat, to the effect that the absorption of the company is contemplated. Prosperous, growing companies are permanent, and the Home Mutual is growing and is exceptionally prosperous. The statement speaks for itself and is above the need of comparison.

The Home Mutual is one of the few, very few fire insurance companies which are able to report for the year ending December 31, 1893, gains in all three departments of assets, net surplus and premium income. More than that, the Home Mutual reports a material reduction of the expense ratio.

The Home Mutual now has \$964,684 assets, and its steady progress in this respect gives assurance that within a few months San Francisco will have another million-dollar insurance company.

The net surplus is the handsome one of \$302,753. Adding to this sum the paid-up capital of \$300,000, we have \$602,753 clear surplus to policyholders, in excess of \$285,928 reserve funds—or \$888,681 policyholders' surplus over other liabilities.

The income in 1893 was \$456,671, and the losses and expenses were \$384,981, leaving a handsome balance out of the year's transactions. Twelve per cent. dividends were paid. The loss ratio was only 48 per cent. The Pacific Coast premiums were \$298,191, with a loss-incurred ratio considerably less than the general average.

President Story and Secretary Ives will receive the congratulations of their friends on the handsome showing made by the Home Mutual in "the year of gloom." Their company stands conspicuous for its record in 1893, for its gains all along the line, and for a fine net surplus larger than its paid-up capital.

Tabor's Three Systems, \$2.50, at this office.

Pacific Coast Fire Business in 1893.

BY SAN FRANCISCO AGENCIES. PREMIUMS, LOSSES AND RATIOS OF COMPANIES, WITH COMPARATIVE AGENCY TOTALS FOR 1893, 1891, 1892 AND 1893.

In consulting the following compilation it may be well to bear in mind that the 1893 losses are losses incurred, which, however, correspond to losses paid in previous years:

| | Agencies, Agents, Secretaries. | Premiums. | Losses. | Ratio. |
|---|---------------------------------------|-----------|-----------|--------|
| 1 | <i>B. Faymonville.</i> | | | |
| | Fireman's Fund | \$562,833 | \$217,694 | 43.9 |
| | Rhode Island Underwriters | 49,863 | 19,710 | 39.5 |
| | Ins. Co. State of Penn | 19,588 | 2,799 | 47.3 |
| | Total 1893 | \$632,284 | \$270,113 | 42.7 |
| | Total 1892 | 723,466 | 341,914 | 47.2 |
| | Total 1891 | 580,179 | 227,770 | 39.3 |
| | Total 1890 | 556,238 | 218,358 | 39.2 |
| 2 | <i>Brown, Craig & Co.</i> | | | |
| | Phenix, Brooklyn | \$331,893 | \$192,805 | 57.5 |
| | American, Philadelphia | 126,007 | 91,108 | 72.3 |
| | Pennsylvania | 81,638 | 50,635 | 62.0 |
| | Insurance Co. State of Penn | 5,603 | 7,110 | 126.0 |
| | Greenwich | 27,553 | 21,707 | 78.8 |
| | Svea | 31,326 | 9,306 | 27.1 |
| | Total 1893 | \$607,020 | \$370,671 | 61.0 |
| | Total 1892 | 723,466 | 341,914 | 47.2 |
| | Total 1891 | 580,179 | 227,770 | 39.3 |
| | Total 1890 | 556,238 | 218,358 | 39.2 |
| 3 | <i>Balfour, Guthrie & Co.</i> | | | |
| | Manchester | \$219,724 | \$114,270 | 51.9 |
| | Caledonian | 163,723 | 87,298 | 53.3 |
| | American, N. J. | 63,129 | 34,573 | 54.8 |
| | Total 1893 | \$446,576 | \$236,141 | 52.8 |
| | Total 1892 | 440,844 | 207,042 | 47.0 |
| | Total 1891 | 406,046 | 141,242 | 34.8 |
| | Total 1890 | 416,851 | 230,777 | 55.3 |
| 4 | <i>William Macdonald.</i> | | | |
| | London and Lancashire | \$444,031 | \$179,780 | 40.5 |
| | In 1892 | 460,576 | 188,126 | 40.8 |
| | In 1891 | 375,708 | 102,528 | 27.3 |
| 5 | <i>Charles D. Haven.</i> | | | |
| | Liverpool & Lon. & Globe | \$426,132 | \$223,008 | 52.5 |
| | In 1892 | 422,259 | 209,459 | 49.6 |
| | In 1891 | 388,255 | 144,036 | 37.1 |
| | In 1890 | 402,316 | 167,726 | 41.7 |
| 6 | <i>Robert Dickson.</i> | | | |
| | Royal Exchange | \$158,557 | \$45,924 | 28.9 |
| | Queen | 127,343 | 66,997 | 52.7 |
| | Connecticut | 128,034 | 58,154 | 45.7 |
| | Total 1893 | \$413,934 | \$171,075 | 41.3 |
| | Total 1892 | 476,836 | 198,755 | 41.6 |
| | Total 1891 | 387,601 | 141,924 | 36.6 |
| | Total 1890 | 322,474 | 160,886 | 49.9 |

| | | | | |
|-----|--------------------------------------|-----------|-----------|------|
| 7 | <i>A. E. Magill.</i> | | | |
| | Home and Phoenix | \$380,616 | \$162,851 | 42.8 |
| | In 1892 | 372,412 | 118,662 | 31.8 |
| | In 1891 | 323,735 | 160,372 | 49.5 |
| | In 1890 | 312,079 | 182,221 | 58.4 |
| 8 | <i>Charles A. Lutan.</i> | | | |
| | Palatine | \$378,426 | \$182,126 | 48.1 |
| | In 1892 | 211,337 | 75,037 | 35.5 |
| | In 1891 | 152,951 | 55,769 | 36.4 |
| 9 | <i>C. F. Mullins.</i> | | | |
| | Commercial Union | \$350,681 | \$110,935 | 31.6 |
| | In 1892 | 366,491 | 167,998 | 45.8 |
| | In 1891 | 348,097 | 109,599 | 31.5 |
| | In 1890 | 318,249 | 118,612 | 31.0 |
| 10 | <i>Belden & Cofran.</i> | | | |
| | Hartford | \$331,674 | \$141,525 | 42.6 |
| | In 1892 | 316,066 | 117,798 | 37.2 |
| | In 1891 | 287,459 | 106,887 | 37.3 |
| | In 1890 | 274,670 | 85,545 | 31.1 |
| 11 | <i>William Sexton.</i> | | | |
| | Imperial | \$167,107 | \$117,146 | 70.1 |
| | Lion | 155,052 | 100,503 | 61.8 |
| | Total 1893 | \$322,159 | \$217,649 | 67.5 |
| | Total 1892 | 350,256 | 192,936 | 54.5 |
| | Total 1891 | 287,586 | 131,223 | 45.6 |
| | Total 1890 | 272,411 | 124,270 | 45.7 |
| 12* | <i>E. W. Carpenter.</i> | | | |
| | Norwich Union | \$135,636 | \$82,382 | 60.7 |
| | Royal | 163,660 | 98,856 | 60.3 |
| | Total 1893 | \$299,296 | \$181,238 | 60.5 |
| | Total 1892 | 332,253 | 168,703 | 50.8 |
| | Total 1891 | 326,005 | 150,644 | 46.2 |
| | Total 1890 | 316,686 | 127,572 | 36.8 |
| 13 | <i>Stephen D. Ives.</i> | | | |
| | Home Mutual | \$298,191 | \$141,568 | 47.4 |
| | In 1892 | 324,498 | 129,715 | 39.9 |
| | In 1891 | 327,157 | 132,196 | 40.1 |
| | In 1890 | 342,464 | 137,395 | 40.1 |
| 14 | <i>Rudolph Herold, Jr.</i> | | | |
| | Hamburg Bremen | \$168,816 | \$74,268 | 43.8 |
| | Niagara | 98,158 | 53,513 | 54.5 |
| | Total 1893 | \$266,974 | \$127,781 | 44.1 |
| | Total 1892 | 256,444 | 125,792 | 49.0 |
| | Total 1891 | 238,071 | 84,205 | 35.4 |
| | Total 1890 | 237,971 | 108,382 | 45.5 |
| 15 | <i>Tom C. Grant.</i> | | | |
| | North British & Mercantile | \$258,543 | \$135,022 | 52.2 |
| | In 1892 | 264,935 | 102,487 | 38.6 |
| | In 1891 | 253,482 | 85,916 | 31.0 |
| | In 1890 | 286,899 | 157,833 | 55.0 |
| 16 | <i>George H. Tyson.</i> | | | |
| | German American | \$248,470 | \$116,187 | 46.8 |
| | In 1892 | 251,759 | 111,380 | 41.8 |
| | In 1891 | 166,491 | 64,684 | 38.8 |
| 17 | <i>George C. Boardman.</i> | | | |
| | Ætna | \$248,162 | \$138,361 | 48.7 |
| | In 1892 | 305,386 | 132,543 | 43.4 |
| | In 1891 | 310,006 | 118,790 | 38.3 |
| | In 1890 | 284,822 | 76,232 | 26.7 |

18 *Mann & Wilson.*

| | | | |
|----------------------------------|-----------|----------|------|
| Lancashire | \$135,910 | \$16,421 | 34.1 |
| St. Paul | 31,400 | 9,627 | 30.7 |
| Teutonia | 18,280 | 3,278 | 17.8 |
| Girard | 15,056 | 3,267 | 21.6 |
| Agricultural | 40,528 | 21,205 | 52.3 |
| * Firemen's, Baltimore | 2,635 | 1,516 | 59.0 |
| * Firemen's, Newark | 1,131 | 20 | .. |
| <hr/> | | | |
| Total 1893 | \$214,970 | \$85,331 | 34.8 |
| Total 1892 | 276,980 | 119,600 | 43.1 |
| Total 1891 | 256,812 | 102,489 | 40.0 |
| Total 1890 | 287,427 | 89,721 | 31.2 |

* Jan., Feb., Mar., Apr.

19 *W. J. Callingham.*

| | | | |
|---------------------------|-----------|-----------|------|
| Scottish Union & National | \$240,580 | \$114,190 | 47.4 |
| In 1892 | 229,706 | 107,091 | 46.6 |
| In 1891 (three co's) . . | 278,735 | 135,060 | 48.4 |
| In 1890 | 250,912 | 102,731 | 40.9 |

20 *William J. Landers.*

| | | | |
|----------------------|-----------|----------|------|
| * Sun | \$110,065 | \$43,362 | 39.3 |
| * Guardian | 118,697 | 40,953 | 34.5 |
| <hr/> | | | |
| Total 1893 | \$228,762 | \$84,315 | .. |
| Total 1892 | 423,705 | 198,698 | 45.9 |
| Total 1891 | 370,351 | 119,481 | 32.3 |
| Total 1890 | 272,417 | 73,497 | 27.0 |

* Losses paid, not losses incurred.

21 *George D. Dornin.*

| | | | |
|--------------------------------|-----------|-----------|------|
| National of Hartford | \$221,656 | \$130,118 | 58.7 |
| In 1892 | 217,548 | 101,633 | 46.7 |
| In 1891 | 177,139 | 69,773 | 39.4 |
| In 1890 | 158,023 | 61,459 | 39.0 |

22 *Butler & Haldan.*

| | | | |
|--------------------------------|-----------|-----------|------|
| Phoenix of London | \$191,391 | \$99,510 | 51.1 |
| American of New York | 22,536 | | |
| <hr/> | | | |
| Total 1893 | \$216,930 | | |
| Total 1892 | 243,870 | \$101,391 | 41.6 |
| Total 1891 | 225,201 | 91,338 | 40.6 |
| Total 1890 | 230,841 | 105,655 | 45.9 |

23 *Foss, Conrad & Co.*

| | | | |
|---------------------------|----------|---------|------|
| Aachen & Munich | \$47,990 | \$7,122 | 14.8 |
| Traders | 31,652 | 12,424 | 39.3 |
| Glens Falls | 15,291 | 8,054 | 52.6 |
| The Merchants | 39,382 | 21,959 | 55.7 |

Total \$134,318 \$49,559 36.9

(George Easton & Co.)

| | | | |
|---------------------------------------|---------|---------|------|
| Union, Pa | \$7,272 | \$4,755 | 65.4 |
| † New Hampshire | 19,051 | | |
| † Springfield | 19,815 | | |
| Imperial (city agency) | 16,085 | | |
| Prussian Nat'l (city ag'cy) | 15,125 | | |

Total 1893 \$211,666

Total 1892 268,257

† Part of year only.

24 *N. T. James.*

| | | | |
|------------------------------|-----------|-----------|------|
| Alliance of London | \$208,798 | \$152,642 | 73.1 |
| In 1892 | 278,323 | 116,525 | 42.0 |

25 *Hugh Craig.*

| | | | |
|-----------------------|-----------|-----------|------|
| New Zealand | \$201,572 | \$126,055 | 62.6 |
| In 1892 | 199,352 | 81,479 | 40.9 |
| In 1891 | 153,106 | 50,837 | 32.2 |
| In 1890 | 182,550 | 59,318 | 32.5 |

26 ** W. S. Dural.*

| | | | |
|-----------------------|-----------|----------|------|
| Continental | \$201,060 | \$97,633 | 45.1 |
| In 1892 | 295,363 | 73,601 | 25.0 |
| In 1891 | \$11,188 | 25,080 | 11.9 |
| In 1890 | 66,939 | 26,850 | 40.1 |

* Became manager Aug. 1893.

27 *George F. Grant.*

| | | | |
|-------------------------------|-----------|----------|------|
| London and Northern | \$196,297 | \$95,838 | 48.9 |
| Total 1892 | 183,768 | 104,395 | 56.7 |
| Total 1891 | 153,570 | 68,722 | 44.7 |

28 *H. M. Newhall & Co.*

| | | | |
|-----------------------------|----------|----------|-------|
| Atlas | \$84,675 | \$61,391 | 72.5 |
| National, Ireland | 85,615 | 62,404 | 72.9 |
| Boylston | 11,602 | 13,486 | 116.3 |

| | | | |
|----------------------|-----------|-----------|------|
| Total 1893 | \$181,892 | \$137,281 | 75.5 |
| Total 1892 | 200,672 | 97,763 | 48.7 |
| Total 1891 | 195,716 | 84,867 | 43.1 |
| Total 1890 | 188,286 | 93,208 | 49.5 |

29 ** A. R. Gurrey.*

| | | | |
|---------------------------|----------|----------|------|
| Western | \$72,181 | \$31,353 | 47.5 |
| British America | 34,815 | 22,631 | 65.0 |
| American, N. Y | 69,018 | 58,549 | 84.8 |

| | | | |
|----------------------|-----------|-----------|------|
| Total 1893 | \$176,017 | \$115,533 | 65.6 |
|----------------------|-----------|-----------|------|

* Appointed agent in June, 1893.

30 *William H. Friend.*

| | | | |
|--------------------|-----------|----------|------|
| Sun, S. F. | \$166,696 | \$76,839 | 46.1 |
| In 1892 | 148,153 | 59,693 | 40.3 |
| In 1891 | 110,969 | 27,889 | 25.1 |

31 *William F. Blood.*

| | | | |
|-------------------------------|-----------|----------|------|
| Oakland Home | \$160,558 | \$99,049 | 61.6 |
| In 1892 | 217,348 | 102,785 | 47.2 |
| In 1891 (two co.'s) | 222,878 | 100,208 | 40.2 |
| In 1890 (two co.'s) | 221,181 | 91,540 | 42.8 |

32 *Rolla V. Watt.*

| | | | |
|----------------------------|-----------|----------|------|
| American Central | \$99,569 | \$47,438 | 52.4 |
| Delaware | 55,234 | 26,752 | 48.4 |
| Pacific | 7,688 | 553 | 7.1 |
| <hr/> | | | |
| Total 1893 | \$153,491 | \$74,743 | 48.7 |
| Total 1892 | 163,149 | 38,439 | 23.5 |
| Total 1891 | 132,408 | 37,580 | 28.5 |
| Total 1890 | 141,421 | 43,208 | 30.5 |

33 *Paul Nippert.*

| | | | |
|---------------------------------|----------|----------|------|
| Fire Association of Pa. | \$91,939 | \$62,381 | 67.9 |
| Reading | 27,083 | 16,823 | 62.1 |
| Granite State | 32,421 | 15,900 | 49.0 |

| | | | |
|---------------------------------|-----------|----------|------|
| Total 1893 | \$151,443 | \$95,104 | 62.9 |
| Total 1892 | 130,057 | 65,391 | 50.2 |
| In 1891 (one company) | 40,257 | 13,641 | 33.8 |

34 *Franz Jacoby.*

| | | | |
|-----------------------------|-----------|----------|------|
| Prussian National | \$151,276 | \$73,150 | 48.3 |
| In 1892 | 113,051 | 52,635 | 46.5 |
| In 1891 | 91,020 | 40,662 | 44.0 |
| In 1890 | 101,922 | 51,931 | 50.9 |

35 *Leonard & Dunker.*

| | | | |
|---------------|-----------|----------|------|
| Transatlantic | \$149,993 | \$75,732 | 51.5 |
| In 1892 | 115,919 | 41,601 | 36.0 |
| In 1891 | 53,376 | 18,383 | 34.4 |
| In 1890 | 50,345 | 23,984 | 47.6 |

36 *J. N. Reynolds.*

| | | | |
|--------------------|-----------|----------|-------|
| Westchester | \$125,325 | \$80,962 | 64.7 |
| * Rochester-German | 23,915 | 37,860 | 158.4 |

| | | | |
|-----------------------|-----------|-----------|------|
| Total 1893 | \$149,270 | \$118,822 | 79.2 |
| Total 1892 | 170,780 | 90,461 | 53.2 |
| Total 1891 | 146,375 | 52,248 | 35.7 |
| In 1890 (one company) | 88,644 | 32,217 | 36.3 |

* Withdrawn Aug., 1893, carrying polys. to expir'n.

37 *Cesar Bertheau.*

| | | | |
|--------------------------|-----------|----------|-------|
| N. Y. Underwriters' Ag'y | \$117,021 | \$44,873 | 38.3 |
| United Firemens | 21,319 | 5,382 | 25.2 |
| Spring Garden | 3,149 | 5,337 | 170.0 |
| Farragut | 7,444 | 1,561 | 21.0 |

| | | | |
|------------|-----------|----------|------|
| Total 1893 | \$148,933 | \$57,153 | 38.4 |
| Total 1892 | 145,736 | 61,768 | 42.4 |
| Total 1891 | 123,301 | 28,557 | 23.2 |
| Total 1890 | 101,786 | 27,998 | 27.5 |

38 *George F. Ashton.*

| | | | |
|-----------------------|-----------|----------|------|
| Orient | \$ 84,052 | \$61,316 | 72.9 |
| Providence-Washington | 50,396 | 34,996 | 69.4 |

| | | | |
|------------|-----------|----------|------|
| Total 1893 | \$134,448 | \$96,312 | 71.3 |
|------------|-----------|----------|------|

39 *Gutle & Frank.*

| | | | |
|-------------------|----------|----------|------|
| Hamburg-Magdeburg | \$93,517 | \$47,490 | 50.8 |
| Magdeburg | 25,052 | 9,923 | 39.7 |
| Germania, N. Y. | 11,500 | 1,082 | 9.4 |

| | | | |
|----------------------|-----------|----------|------|
| Total 1893 | \$130,069 | \$58,495 | 44.9 |
| Total 1892 | 112,237 | 63,241 | 56.4 |
| Total 1891 (4 co.'s) | 120,712 | 55,993 | 46.2 |
| Total 1890 (4 co.'s) | 130,322 | 65,415 | 50.0 |

40 *Clifton, Bell & Co.*

| | | | |
|----------------------|-----------|--------|------|
| Union, London | \$120,540 | 54,886 | 45.5 |
| Total 1892 (2 co.'s) | 100,469 | 37,491 | 37.0 |
| Total 1891 | 64,913 | 10,239 | 16.0 |
| Total 1890 | 56,274 | 23,792 | 42.9 |

41 *H. W. Syz.*

| | | | |
|----------------|-----------|----------|------|
| Helvetia-Swiss | \$100,165 | \$39,554 | 39.5 |
| Baloise Fire | 18,128 | 7,983 | 44.1 |

| | | | |
|------------|-----------|----------|------|
| Total 1893 | \$118,293 | \$47,537 | 40.2 |
| Total 1892 | 110,127 | 53,804 | 49.0 |
| Total 1891 | 113,967 | 37,913 | 33.2 |
| Total 1890 | 107,152 | 70,270 | 65.6 |

42 *Ed. E. Potter.*

| | | | |
|-----------------|----------|----------|------|
| Franklin Fire | \$62,283 | \$17,924 | 28.8 |
| American, Mass. | 41,828 | 14,754 | 35.3 |

| | | | |
|----------------------|--------|-----|-----|
| * Williamsburg, City | 13,603 | 673 | 4.9 |
|----------------------|--------|-----|-----|

| | | | |
|------------|-----------|----------|------|
| Total 1893 | \$117,714 | \$33,351 | 28.3 |
| Total 1892 | 72,230 | 22,154 | 30.7 |

* Part of year only.

43 *Walter Speyer.*

| | | | |
|--------------|-----------|----------|------|
| North German | \$106,774 | \$41,283 | 38.6 |
| In 1892 | 97,653 | 49,238 | 50.4 |

| | | | |
|---------|--------|--------|------|
| In 1891 | 93,254 | 27,035 | 29.0 |
| In 1890 | 93,443 | 42,460 | 45.4 |

44 *Okell, Donnell & Co.*

| | | | |
|---------------------|----------|----------|------|
| Patriotic | \$88,023 | \$50,525 | 57.3 |
| * Williamsburg City | 7,150 | 3,919 | |

| | | | |
|---------------------------|-------|--|--|
| † Sun. Eng. (city agency) | 3,698 | | |
|---------------------------|-------|--|--|

| | | | |
|------------|-----------|--|--|
| Total 1893 | \$ 98,871 | | |
|------------|-----------|--|--|

| | | | |
|------------|---------|--|--|
| Total 1892 | 109,443 | | |
|------------|---------|--|--|

* Resigned June 1, 1893.

† Resigned Oct. 1, 1893.

45 *A. G. Dugan.*

| | | | |
|-------------|----------|----------|------|
| Springfield | \$88,159 | \$58,489 | 66.4 |
|-------------|----------|----------|------|

46 *Boyd & Dickson.*

| | | | |
|--------------------------|----------|----------|------|
| Manufacturers & Builders | \$46,552 | \$18,240 | 39.2 |
| In 1892 | 16,192 | 12,297 | 75.9 |

47 *George W. Turner.*

| | | | |
|-----------------------|----------|----------|------|
| Northwestern National | \$30,891 | \$10,637 | 34.3 |
|-----------------------|----------|----------|------|

48 *Thomas C. Hindman & Co.*

| | | | |
|-----------|----------|---------|------|
| Columbian | \$24,967 | \$5,311 | 21.3 |
|-----------|----------|---------|------|

49 *V. W. Gaskill & Co.*

| | | | |
|--------------------|----------|---------|------|
| United States Fire | \$20,048 | \$9,373 | 46.8 |
|--------------------|----------|---------|------|

50 *J. D. Maxwell.*

| | | | |
|-------------------|---------|-------|-----|
| * Firemens, N. J. | \$3,652 | \$364 | 9.9 |
|-------------------|---------|-------|-----|

* Part of year only.

New Life Business in 1893.

The following are the amounts written in 1893 by the several companies named, compared with the amounts written in 1892, as compiled by the Weekly Underwriter. Many of the '93 figures are company estimates:

| Companies. | New Business in 1893. | New Business in 1892. |
|--------------------------|-----------------------|-----------------------|
| Ætna Life | \$ 22,750,000 | \$ 25,471,104 |
| Berkshire Life | 8,000,000 | 8,716,696 |
| Brooklyn Life | 1,100,000 | 1,065,889 |
| Connecticut General | 1,900,000 | 2,106,438 |
| Equitable Life | 203,000,000 | 200,490,316 |
| Germania Life | 12,850,000 | 12,685,479 |
| Home Life | 12,736,000 | 12,784,400 |
| John Hancock Life | 40,433,110 | 32,759,770 |
| Manhattan Life | 17,700,000 | 14,184,500 |
| Metropolitan Life | 156,000,000 | 129,224,517 |
| Michigan Mutual Life | 7,092,065 | 8,319,767 |
| National of Vermont | 12,519,496 | 15,477,172 |
| Netherland Life | 908,000 | new comer |
| New England Mutual | 9,614,040 | 11,201,136 |
| New York Life | 223,848,992 | 173,605,070 |
| Northwestern Mutual Life | 50,000,000 | 70,743,889 |
| Penn Mutual Life | 23,560,000 | 29,261,258 |
| Phoenix Mutual Life | 8,924,000 | 7,976,246 |
| Provident Life and Trust | 13,980,736 | 15,786,348 |
| Provident Savings Life | 23,000,000 | 19,517,516 |
| Prudential | 128,000,000 | 97,755,621 |
| State Mutual Life | 8,174,391 | 9,672,029 |
| Travelers | 19,150,000 | 22,748,854 |
| Union Central Life | 20,000,000 | 21,341,626 |
| Union Mutual Life | 9,037,648 | 7,826,626 |
| United States Life | 10,512,000 | 14,515,745 |
| Vermont Life | 1,263,152 | 301,500 |
| Washington Life | 8,000,000 | 11,355,553 |

January Fires.

OREGON.

| | |
|-------------------------------------|---------|
| 8. Middleton, bldg and mdse: | |
| National, Hartford | \$650 |
| Scottish Union | 1,000 |
| 6. Union co., fr. dwg: | |
| American, Pa. | \$250 |
| 15. Grants Pass, fr store bldg: | |
| Oakland Home | \$500 |
| 11. Grants Pass, gen'l fire: | |
| Fireman's Fund | \$450 |
| Lion | 609 |
| Imperial | 609 |
| Sun, S. F. | 200 |
| Lancashire | 192 |
| German-American | 175 |
| 18. Hillsboro, confectionery store: | |
| Orient | \$450 |
| 18. Hillsboro, fr bldg and conts: | |
| Oakland Home | \$1,200 |
| 26. Harrisburg, dwg: | |
| Fireman's Fund | \$100 |
| 2. Albany, fr bldg and cars: | |
| Lancashire | \$2,175 |
| 21. Enterprise, fr bldg: | |
| Scottish Union | \$500 |
| 8. Mansfield, dwg and barn: | |
| Continental | \$700 |
| 12. Portland, saloon: | |
| London & Lancashire | \$140 |
| 17. Portland, saloon: | |
| Scottish Union | \$250 |
| 23. Portland, dwg: | |
| London & Lancashire | \$100 |
| 14. Portland, dwg: | |
| London | \$2,000 |
| 14. Portland, hhd furni and dwg: | |
| Imperial | \$2,850 |
| North British | 2,000 |
| 8. Portland, fr dwg: | |
| Imperial | \$1,200 |
| 3. Portland, hhd furni: | |
| Springfield | \$159 |
| 4. Portland, barber shop: | |
| Springfield | \$250 |
| 29. Portland, brk bldg: | |
| Manchester | \$300 |
| Caledonian | 300 |
| American, Newark | 200 |
| 6. Portland, furni and fixtures: | |
| Fire Ass'n of Pa. | \$200 |
| — Portland, mdse in brk store: | |
| Phoenix, Hartford | \$500 |
| 11. Portland, dwg: | |
| Scottish Union | \$755 |
| 23. Portland, fr dwg: | |
| Oakland Home | \$110 |
| 30. Portland, stock fancy goods: | |
| Scottish Union | \$3,750 |
| Union of London | 1,600 |
| Small losses | \$2,114 |
| Total Oregon | 28,538 |

WASHINGTON.

| | |
|--|----------|
| 10. Everett, gen'l fire: | |
| Northern | \$100 |
| Western | 100 |
| Liver'l & Lon. & Globe | 100 |
| London & Lancashire | 100 |
| Home of N. Y. | 100 |
| Manchester | 100 |
| Imperial | 750 |
| Lion | 750 |
| 21. Fairhaven, gen'l fire: | |
| Fire Association of Pa. | \$260 |
| Manchester | 2,150 |
| Imperial | 1,500 |
| Lion | 1,500 |
| London | 1,500 |
| Northern | 3,000 |
| American of N. Y. | 1,875 |
| British American | 750 |
| German-American | 500 |
| Royal Exchange | 1,000 |
| Norwich Union | 750 |
| Palatine | 750 |
| National of Ireland | 260 |
| Total | \$15,795 |
| 15. Blaine, br schoolhouse: | |
| Fireman's Fund | \$1,800 |
| Caledonian | 2,300 |
| 18. Chehallis, fr dwg: | |
| Home Co. | \$450 |
| 24. King co., dwg and conts: | |
| Northern | \$3,500 |
| 30. Oaksdale, fr warehouse and conts: | |
| Hartford | \$3,000 |
| Norwich Union | 5,000 |
| Phoenix Hartford | 500 |
| Liver'l & Lon. & Globe | 1,500 |
| London & Lancashire | 1,500 |
| 3. Oaksdale, fr livery stable: | |
| Oakland Home | \$1,191 |
| 8. Pysht, hotel: | |
| Fireman's Fund | \$1,500 |
| 17. Fort Blakely, mdse: | |
| Fire Ass'n of Pa. | \$190 |
| Union of London | 750 |
| Fireman's Fund | 1,500 |
| Rhode Island | 750 |
| Ins. Co. of N. A. | 1,500 |
| Westchester | 750 |
| German-American | 1,650 |
| London & Lancashire | 1,500 |
| 4. Port Townsend, fr bldg: | |
| Palatine | \$150 |
| 28. Near Port Townsend, fr dwg: | |
| Liver'l & Lon. & Globe | \$600 |
| 3. Paluse, fr dwg: | |
| Imperial | \$386 |
| 7. Fort Angeles, hotel furni: | |
| Lion | \$500 |
| 1. (Dec.) Pullman, mdse: | |
| London | \$450 |
| 23. Buckley, shingles: | |
| Liver'l & Lon. & Globe | \$899 |
| 24. Puget Sound, steamer: | |
| London | \$2,500 |
| Alliance | 2,500 |
| 30. (Dec.) Walla Walla, dwg and conts: | |
| Northern | \$920 |
| Fire Ass'n of Pa. | 456 |
| 31. (Dec.) Seattle, fr bldg: | |
| Lion | \$500 |
| Imperial | 500 |
| 16. Seattle, fr bldg and mch'ry: | |
| Lion | \$75 |
| 16. Seattle, dwg: | |
| London & Lancashire | \$260 |
| 2. Seattle, dwg: | |
| Sun, S. F. | \$990 |
| 11. Seattle, fr dwg and hhd furn: | |
| Royal | \$300 |
| 1. Seattle, dwgs: | |
| Fireman's Fund | \$1,175 |
| — Seattle, dwg, etc: | |
| Phoenix of London | \$2,100 |
| 25. Seattle, dwg: | |
| Ins. Co. of N. A. | \$100 |
| 24. Seattle, hhd furni: | |
| Commercial Union | \$270 |
| 11. Seattle, fr dwg and hhd furni: | |
| Royal | \$300 |
| 6. Spokane, grocery store: | |
| United Firemen | \$215 |
| 15. Spokane, wear'g apparel: | |
| Lion | \$400 |
| 15. Spokane, brk bldg: | |
| Transatlantic | \$500 |
| 15. Spokane, fr bldg: | |
| Union of London | \$500 |
| 12. Spokane, hall furni: | |
| Transatlantic | \$220 |
| 14. Spokane, groceries: | |
| Manchester | \$1,000 |
| — Spokane, fr dwg: | |
| Commercial Union | \$1,000 |
| 8. Spokane, fr dwg: | |
| Phoenix, Hartford | \$1,000 |
| 1. Snoqualmie, saw mill: | |
| Western | \$4,000 |
| Scottish Union | 2,000 |
| 31. Tacoma, brk bldg and mdse: | |
| Sun | \$400 |
| Imperial | 1,200 |
| Manchester | 3,000 |
| American, Newark | 1,000 |
| Union of London | 1,000 |
| London and Lancashire | 250 |
| National, Hartford | 1,000 |
| Manufacturers & Builders | 500 |
| Palatine | 2,500 |
| London | 5,000 |
| American-Central | 1,000 |
| Delaware | 1,000 |
| Phoenix of London | 250 |
| Hartford | 1,000 |
| Total | \$19,100 |

| | |
|---|---------|
| 3. Tacoma, brk bank bldg. fr dwg, etc: | |
| Liver'l & Lond. & Globe | \$ 800 |
| London | 1,500 |
| Home Mutual | 250 |
| Rhode Island | 250 |
| Fireman's Fund | 750 |
| Westchester | 500 |
| Orient | 492 |
| German-American | 100 |
| London | 500 |
| 11. Tacoma, fr dwg: | |
| Manufacturers & Builders | \$900 |
| 9. Tacoma, bldg: | |
| Delaware | \$200 |
| American Central | 300 |
| Small losses | \$8,028 |
| Total Washington | 188,002 |

IDAHO.

| | |
|---|---------|
| 8. Moscow, general fire: | |
| Palatine | \$ 822 |
| North British | 951 |
| Etna | 899 |
| Hamburg-Bremen | 951 |
| Liver'l & Lon. & Globe | 224 |
| German American | 952 |
| Orient | 1,205 |
| Home Mutual | 601 |
| Commercial Union | 115 |
| Royal | 1,000 |
| Western | 600 |
| Firemans Fund | 475 |
| 26. Steam laundry: | |
| Imperial | \$200 |
| Lion | 200 |
| National, Hartford | 800 |
| 28. Moscow, fr dwg: | |
| North British | \$800 |
| 30. Moscow, conts. of dwg: | |
| Hartford | \$600 |
| 3. Moscow, conts. of saloon: | |
| Atlas | \$601 |
| 15. Idaho Falls, gen'l mdse: | |
| Lion | \$ 750 |
| Imperial | 750 |
| Firemans Fund | 1,000 |
| New York Underwriters | 1,500 |
| Liver'l & Lon. & Globe | 4,829 |
| Hamburg-Bremen | 1,000 |
| Niagara | 1,000 |
| 4. Latah co., fr bldg: | |
| Phenix, Brooklyn | \$1,000 |
| 3. Cœur d'Alene, store: | |
| Northern | \$600 |
| 10. Meadows, fr store and mdse: | |
| Phenix, Hartford | \$2,500 |
| 31. Boise City, fr dwg and shed: | |
| Phenix, Hartford | \$600 |
| 8. Wardner, fr hotel and conts: | |
| Manchester | \$1,750 |
| Lion | 250 |
| Imperial | 250 |
| Caledonian | 750 |
| 19. (Dec.) Pocatello, musical instruments: | |
| London | \$349 |

| | |
|--|---------|
| 1. Pocatello, dwg: | |
| National, Hartford | \$400 |
| 22. (Jan.) Pocatello, fr dwg and conts: | |
| Manchester | \$600 |
| Home, New York | 525 |
| Firemans Fund | 370 |
| 1. De Lamar, fr hotel: | |
| Manchester | \$475 |
| Caledonian | 175 |
| 4. Vollmer, hhd furni: | |
| Home Mutual | \$295 |
| Small losses | \$2,673 |
| Total Idaho | 36,081 |

MONTANA.

| | |
|--|---------|
| 10. Park co., mdse: | |
| American of Pa | \$500 |
| 29. Missoula, mdse: | |
| Reading | \$600 |
| Granite State | 600 |
| 13. Missoula, laundry: | |
| Transatlantic | \$ 200 |
| Niagara | 1,000 |
| Orient | 750 |
| 7. Missoula, bldg: | |
| American Central | \$200 |
| 2. Butte City, dwg: | |
| National, Hartford | \$124 |
| 9. Miles City, brk bldg & mdse: | |
| London & Lancashire | \$200 |
| Commercial Union | 370 |
| American Central | 165 |
| Palatine | 250 |
| Continental | 370 |
| 22. Miles City, hhd furni: | |
| National, Hartford | \$240 |
| 23. Great Falls, jewelry: | |
| Hartford | \$238 |
| Etna | 238 |
| 8. Billings, fr bldg and mdse: | |
| North British | \$1,000 |
| 26. (Dec.) Bozeman, gen'l mdse: | |
| Royal | \$800 |
| 14. Helena, fr dwg & hhd furni: | |
| Fire Association of Pa | \$1,500 |
| Home Mutual | 2,000 |
| Lion | 935 |
| National, Hartford | 500 |
| 24. (Dec.) Lewis & Clarke Co., Log dwg: | |
| Manchester | 300 |
| 29. Livingston, fr dwg: | |
| United Firemans | \$350 |
| 8. Livingston, fr store bldg: | |
| Caledonian | \$600 |
| 11. Livingston, mdse: | |
| Alliance | \$1,000 |
| Fireman's Fund | 100 |
| Sun | 600 |
| Orient | 500 |
| 2. Butte City, fr bldg: | |
| Imperial | 372 |
| 31. (Dec.) Belgrade, mdse: | |
| Imperial | \$1,000 |

| | |
|-----------------------------------|----------|
| 16. Three Forts, fr bldg and furn | |
| Phenix, Brooklyn | \$1,164 |
| 11. Bozeman, conts. of barn: | |
| Westchester | \$300 |
| 9. Laurel, gen'l mdse: | |
| Connecticut | \$1,000 |
| — Miles City, fr and brk bldgs: | |
| Commercial Union | \$800 |
| 8. Butte City, bldg and furni: | |
| Sun, S. F. | \$868 |
| 3. Butte City, fr bldg: | |
| Union of London | \$1,000 |
| 15. Burlington, dwg: | |
| London & Lancashire | \$129 |
| 19. Butte City, bldg and meh'y: | |
| Prov.-Washington | \$175 |
| 7. Butte City, fr board'g house: | |
| Royal | \$ 871 |
| Alliance | 1,000 |
| 22. Butte, reduction works: | |
| Royal | \$175 |
| Small losses | \$ 2,006 |
| Total Montana | 27,090 |

COLORADO.

| | |
|--|---------|
| 1. Berthoud, fr restaurant and barn: | |
| N. British and Mercantile | \$1,045 |
| — Pagosa Springs, gen'l mdse: | |
| Alliance | \$1,000 |
| 28. Leadville, fr dwg: | |
| Manufact'rs & Builders | \$600 |
| 26. (Dec.) Rappahoe, hhd furni: | |
| New Zealand | \$400 |
| 1. (Dec.) Denver, pumps: | |
| New Zealand | \$208 |
| 4. Denver, dwg: | |
| Prussian National | \$400 |
| 16. Denver, dwg: | |
| National, Hartford | \$200 |
| 20. Creede, hotel: | |
| National, Hartford | \$250 |
| Imperial | \$500 |
| 8. La Plata co., fr trestle & bld: | |
| Manchester | \$1,000 |
| 14. La Platta co., fr barn and granary: | |
| Manchester | \$450 |
| 24. El Paso co., stone dwg: | |
| Manchester | \$100 |
| 29. Greeley, fr barn: | |
| Imperial | \$1,200 |
| 27. Telluride, dwg & hhd furni: | |
| Fireman's Fund | \$600 |
| National, Hartford | 500 |
| 2. Telluride, hhd furni: | |
| Imperial | \$248 |
| 24. Lamar, office bldg: | |
| National, Hartford | \$500 |
| 31. (Decem.) Colorado Springs, photo gallery: | |
| Fireman's Fund | \$1,000 |
| 23. Ouray, fr bldg: | |
| N. British & Mercantile | \$500 |
| Small losses | \$ 772 |
| Total Colorado | 10,428 |

UTAH.

| | |
|-----------------------------------|---------|
| 26. Salt Lake City, cigars: | |
| National, Hartford | \$500 |
| — Salt Lake City, dwg: | |
| Imperial | \$100 |
| 12. Salt Lake City, barn & furn: | |
| Manchester | \$750 |
| Caledonian | 850 |
| Oakland Home | 848 |
| 20. Salt Lake City, br & fr dwg: | |
| Michigan | \$900 |
| 9. Niles City, lodge furni: | |
| Niagara | \$500 |
| 21. Salt Lake City, dwg: | |
| Royal Exchange | \$600 |
| 21. Salt Lake City, bldg and | |
| mdse: | |
| German-American | \$250 |
| 2. Salt Lake City, fr dwg & cont. | |
| Hartford | \$818 |
| — Salt Lake City, brk bldg: | |
| Commercial Union | \$110 |
| 23. Salt Lake City, drug store: | |
| Granite State | \$500 |
| 2. Salt Lake City, brk bldg: | |
| Etna | \$243 |
| 31. Ogden, fr dwg: | |
| Scottish Union | \$450 |
| 23. Ogden, fr dwg: | |
| Norwich Union | \$1,000 |
| 15. Ogden, dwg: | |
| Scottish Union | \$800 |
| — Ogden, fr bldg: | |
| Manufact'rs & Builders | \$750 |
| 8. Ogden, br bldg: | |
| Union of London | \$200 |
| 17. Ogden, stock in br bldg: | |
| Westchester | \$300 |
| 1. Ogden, furni, etc: | |
| Phoenix of London | \$650 |
| 19. Ogden, fr dwg: | |
| German American | \$1,215 |
| 2. Ogden, fr bldg: | |
| Lion | \$750 |
| 2. Ogden, dwg and conts: | |
| London | \$740 |
| — (Dec.) Emery co., dwg: | |
| New Zealand | \$174 |
| 15. (Oct.) Park City, restaurant: | |
| Transatlantic | \$177 |
| 8. (Oct.) Box Elder co., dwg and | |
| conts: | |
| Continental | \$698 |
| 17. (Dec.) Weber co., dwg and | |
| conts: | |
| Continental | \$491 |
| 5. Utah co., dwg and conts: | |
| Continental | \$134 |
| 22. Brigham City, br bldg and | |
| general mdse: | |
| Hartford | \$1,350 |
| Fireman's Fund | 150 |
| Small losses | \$1,282 |
| Total Utah | 18,313 |

ARIZONA.

| | |
|-----------------------------------|---------|
| 30. Prescott, fr dwg and conts: | |
| Hartford | \$ 800 |
| Phoenix, Hartford | 1,000 |
| 9. Prescott, bldg and gen'l mdse: | |
| Scottish Union | \$1,500 |
| 6. Prescott, br store and mdse: | |
| Phoenix, Hartford | \$2,500 |
| Total Arizona | \$5,800 |

NEW MEXICO.

| | |
|--------------------------------|---------|
| 1. San Juan co., flour mill: | |
| Fireman's Fund | \$ 660 |
| Manchester | 1,000 |
| Alliance | 1,000 |
| 3. Albuquerque, dwg: | |
| National, Hartford | \$297 |
| 31. (Dec.) Hillsboro, br bldg: | |
| Imperial | \$364 |
| Lion | 364 |
| 30. (Dec.) Roswell, dwg and | |
| furni: | |
| Imperial | \$643 |
| Lion | 643 |
| Total New Mexico | \$4,971 |

WYOMING.

| | |
|------------------------------|---------|
| 29. (Dec.) Cheyenne, dwg: | |
| National, Hartford | \$122 |
| 24. Cheyenne, dwg and conts: | |
| North British | \$100 |
| 29. Laramie, fr dwg: | |
| Scottish Union | \$600 |
| Home Mutual | 600 |
| Total Wyoming | \$1,421 |

BRITISH COLUMBIA.

| | |
|-----------------------------------|-----------|
| 15. Victoria, fr mansion and | |
| conts: | |
| Phoenix, Brooklyn | \$8,000 |
| Total outside territory | \$254,444 |

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CALIFORNIA.

| | |
|------------------------------------|---------|
| 1. Chico, fr dwg and furni: | |
| Royal Exchange | \$ 300 |
| National, Hartford | 125 |
| Lion | 1,500 |
| Liver'l & Lon. & Globe | 191 |
| 11. Corning, furni: | |
| Hamburg-Bremen | \$385 |
| 4. Branch Fork, dwg: | |
| Queen | \$380 |
| 7. Butte, fr saloon: | |
| Etna | \$600 |
| 2. Glendon, dwg: | |
| National, Hartford | \$927 |
| 31. Fresno co., fr dwg: | |
| Phoenix, Brooklyn | \$590 |
| 21. Fresno co., raisin trays, etc: | |
| Manchester | \$1,031 |
| 14. Alameda, fr bldg: | |
| Imperial | \$123 |
| 4. Humboldt co., barn: | |
| Fireman's Fund | \$500 |
| 13. Dunsmuir, fr dwg and furn: | |
| Palatine | \$500 |

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|------------------------------------|---------|
| 28. Elmira, fr saloon & dwg: | |
| Oakland Home | \$562 |
| Palatine | 220 |
| 5. Delano, hhd furni: | |
| Palatine | \$105 |
| 18. Fresno co., dwg and conts: | |
| London | \$390 |
| 14. Fresno co., fr barn: | |
| Phenix, Brooklyn | \$500 |
| 15. (Dec.) Fresno co., wagon, etc. | |
| Continental | \$360 |
| 9. Grass Valley, quartz mill: | |
| Palatine | \$3,158 |
| Fireman's Fund | 2,000 |
| Home Mutual | 3,369 |
| German American | 1,053 |
| London and Lancashire | 2,000 |
| Fire Association of Pa. | 1,053 |

Total \$12,633

| | |
|------------------------------------|---------|
| 9. Grass Valley, dwgs: | |
| Granite State | \$145 |
| German American | 600 |
| 27. Glen co., bldg: | |
| American Central | \$200 |
| 10. Horrent, gen'l mdse. furni, | |
| fr saloon, dwg, etc: | |
| Royal | \$5,066 |
| 10. Horrent, lodge furni: | |
| German-American | \$225 |
| 10. Horrent, fr bldg: | |
| Delaware | \$761 |
| American Central | \$761 |
| 30. Hanford, saloon and dwg: | |
| Hartford | \$1,975 |
| 7. Hollister, saloon: | |
| London and Lancashire | \$300 |
| Palatine | 300 |
| Transatlantic | 300 |
| 25. Marysville, fr dwg, br store | |
| bldgs and conts: | |
| Oakland Home | \$165 |
| London and Lancashire | 350 |
| American, Pa. | 200 |
| Westchester | 100 |
| Springfield | 400 |
| 26. Maxwell, gen'l fire: | |
| Norwich Union | \$ 600 |
| Prussian National | 650 |
| Fireman's Fund | 800 |
| National, Hartford | 975 |
| Scottish Union | 3,000 |
| Sun | 1,000 |
| Imperial | 1,000 |
| Total | \$8,025 |
| 25. Merced co., houses: | |
| Caledonian | \$1,820 |
| 12. Mendocino co., fr bldg and | |
| barn: | |
| Phenix, Brooklyn | \$522 |
| 3. Norwalk, fr store bldg: | |
| Liv'l and Lon. and Globe | \$363 |
| 5. Nevada City, fr hotel: | |
| Home, N. Y. | \$278 |

| | |
|------------------------------------|---------|
| — Los Angeles, planing mill: | |
| Alliance | \$500 |
| 11. Los Angeles co., dwg: | |
| New Zealand | \$374 |
| 11. Napa co., dwg: | |
| Fireman's Fund | \$199 |
| 11. Oakland, fr hotel, furni. etc: | |
| North German | \$2,200 |
| Commercial Union | 3,000 |
| Liv'l and Lon. and Globe | 3,000 |
| 9. Oakland, mehy and furni: | |
| Orient | \$800 |
| 10. Oakland, fr dwg and conts: | |
| Etna | \$1,003 |
| 11. Oakland, fr dwgs: | |
| Prov-Washington | \$949 |
| 11. Oakland, store: | |
| Helvetia | \$1,800 |
| 21. Oakland, fr dwg: | |
| Oakland Home | \$100 |
| 10. Oakdale, dwg: | |
| Patriotic | \$400 |
| 20. Oroville, fr dwg and conts: | |
| Etna | \$1,700 |
| 4. Placerville, fr dwg: | |
| Liv'l and Lon. and Globe | \$500 |
| 28. Rio Dell, fr dwg: | |
| German-American | \$700 |
| 7. Rio Dell, saloon: | |
| Rhode Island | \$ 500 |
| Fireman's Fund | 1,500 |
| 30. Riverside, dwg: | |
| Springfield | \$599 |
| 14. Riverside, fr bldg: | |
| Continental | \$162 |
| 8. Sacramento co., dwg: | |
| Reading | \$500 |
| 2. Sacramento, fr dwg: | |
| Liv'l and Lon. and Globe | \$363 |
| 2. Sacramento, Chinese mdse: | |
| St. Paul | \$ 305 |
| Lancashire | 395 |
| Transatlantic | 1,628 |
| American, N. Y. | 610 |
| 2. Sacramento, br bldg and mdse: | |
| Union of Pa | \$750 |
| Merchants, Newark | 750 |
| American, Newark | 180 |
| Caledonian | 180 |
| 2. Sacramento, mdse: | |
| Springfield | 593 |
| 1. Sacramento, dwg and hhd furni: | |
| Queen | \$500 |
| Caledonian | 150 |
| 1. Sacramento, hhd furni: | |
| Lion | \$261 |
| 28. Sutter, fr dwg and hhd furni: | |
| Palatine | \$ 400 |
| Etna | 1,600 |
| 22. San Jose, hhd furni: | |
| Commercial Union | \$425 |
| 8. San Jose, fr dwg and hhd furni: | |
| Orient | \$282 |

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|--|---------|
| 28. San Jose, store, mdse and fixtures: | |
| Franklin | \$150 |
| Caledonian | 250 |
| Lion | 150 |
| Manchester | 250 |
| 23. San Jose, fr dwg: | |
| Liv'l and Lon. and Globe | \$343 |
| 31. San Jose, fr stable: | |
| N. Y. Underwriters' Agcy | \$150 |
| 5. San Jose, drug store & fix's: | |
| Western | \$200 |
| 14. San Jose, fr bldg and hack: | |
| Lancashire | \$1,050 |
| 15. San Mateo co., fr hotel and conts: | |
| Lion | \$1,097 |
| Home Mutual | 1,069 |
| United States | 750 |
| Imperial | 1,097 |
| 16. San Rafael, farm property: | |
| London and Lancashire | \$1,200 |
| 24. Sierra co., fr dwg and barn: | |
| Phenix, Brooklyn | \$200 |
| 18. (Dec.) Shasta co. dwg and conts: | |
| Continental | \$572 |
| 12. San Pedro, fr dwg and barn: | |
| Phenix, Brooklyn | \$367 |
| 27. (Dec.) San Diego, dwg and hhd furni: | |
| North German | \$573 |
| 10. San Diego, dwg and hhd furni: | |
| North German | \$195 |
| 15. Stockton, br bldg: | |
| Etna | \$730 |
| 30. Sanger, fr bldgs and furni: | |
| Caledonian | \$700 |
| Phenix, Brooklyn | 600 |
| 8. San Bernardino, fr dwg and stable: | |
| Imperial | \$564 |
| 15. San Bernardino, fr dwg and barn: | |
| Phenix, Brooklyn | \$377 |
| 16. San Bernardino, dwg and conts: | |
| Prussian National | \$1,065 |
| 30. Ventura, dwg: | |
| Fireman's Fund | \$100 |
| 27. Visalia, fr bldgs and conts: | |
| Fireman's Fund | \$ 245 |
| Royal | 1,829 |
| Lion | 735 |
| Imperial | 700 |
| 6. Near Visalia, dwg: | |
| Patriotic | \$500 |
| — Whitesboro, dwg: | |
| American, N. Y. | \$300 |
| 29. Whitesboro, fr hotel & furni: | |
| Royal | \$1200 |
| 21. Wordsville, bldg and mdse: | |
| Fireman's Fund | \$ 250 |
| German American | 2,000 |

| | |
|-----------------------------------|-----------|
| 6. Watsonville, dwg: | |
| Franklin | \$195 |
| 9. Willows, fr dwg and hhd furni: | |
| Palatine | \$1,137 |
| Small losses | \$7,860 |
| Total Cal, S F Ex | \$115,233 |

SAN FRANCISCO.

| | |
|--|---------|
| 22. — | |
| Palatine | \$600 |
| 1. Grocery | |
| Fireman's Fund | \$100 |
| 5. Fr dwg: | |
| German-American | \$830 |
| 18. Mdse: | |
| German-American | \$350 |
| 15. Mdse | |
| Imperial | \$261 |
| 6. Fr bldgs: | |
| Lion | \$306 |
| 3. Bldgs: | |
| Prussian National | \$250 |
| 11. Mdse: | |
| Prussian National | \$784 |
| 5. Stock of machinery, warehouse and mdse: | |
| Imperial | \$1,631 |
| Svea | 640 |
| Oakland Home | 400 |
| Alliance | 187 |
| Manchester | 197 |
| Hamburg-Magdeburg | 581 |
| 6. Dwg: | |
| Royal Exchange | \$210 |
| 6. Brass foundry: | |
| Palatine | \$960 |
| North Western National | 640 |
| Western | 400 |
| 5. Cooper shop: | |
| Royal Exchange | \$1,000 |
| Phoenix, London | 1,960 |
| Connecticut | 1,000 |
| 5. Fr bldg: | |
| Ins Co of N A | \$991 |
| 5. Livery stable: | |
| Queen | \$500 |
| 5. Fr bldg: | |
| Transatlantic | \$100 |
| 5. Mdse: | |
| Helvetia | \$484 |
| 14. Fr dwg: | |
| Northwestern National | \$526 |
| 6. Fr bldg: | |
| Ins Co of N A | \$306 |
| 5. Fr dwg: | |
| Etna | \$295 |
| 5. Fr dwg: | |
| Liv'l and Lon and Globe | \$157 |
| 5. Dwg: | |
| Sun, S F | \$1,853 |
| 5. Br dwg: | |
| Liv'l and Lon and Globe | \$150 |
| 11. Dwg: | |
| Sun, S F | \$919 |

| | | | | | |
|----------------------------------|-------|--------------------------------|--------|--------------------------------|-----------|
| 11 Fr bldgs: | | 8 Brk bldgs etc: | | 12 Stock in fr bldg: | |
| Sun. S F | \$480 | German-American | \$114 | Merchants, Newark | \$784 |
| 28 (Dec) Dwgs: | | Palatine | 199 | 13 Fr store bldgs: | |
| London | \$200 | 25 (Dec) Printing office fire: | | Oakland Home | \$350 |
| 9 Bldgs and conts: | | N Y Underwriters | \$ 319 | 17 Dwg: | |
| Fire Association of Pa | \$199 | United Firemen | 1,000 | Hamburg Magdeburg | \$107 |
| 8 Conts dwg: | | Reading | 100 | 18 Bldg, engines, etc: | |
| Hartford | \$450 | New Zealand | 1,500 | Phenix, Brooklyn | \$228 |
| 27 Br bldg: | | Prussian National | 607 | American. Pa | 228 |
| National, Hartford | \$325 | London | 2,288 | Greenwich | 114 |
| 8 Linseed oil works: | | 1 Fr dwg and hhd furni: | | 18 Fr bldg: | |
| National Hartford | \$380 | German-American | \$645 | Commercial Union | \$130 |
| Prussian National | 114 | 4 Genl mdse: | | 18 Crockery: | |
| Hartford | 380 | London & Lancashire | \$187 | North British & Mercantile 175 | |
| Manchester | 200 | 1 Stock of clothing: | | Royal | 175 |
| Helvetia | 189 | North German | \$205 | Small losses | \$1,730 |
| American. N J | 121 | 27 Hhd furn & wear'g apparl: | | Total San Fran- | |
| Transatlantic | 265 | Etna | \$410 | cisco | \$36,347 |
| New York Underwriters | 189 | American, Newark | 110 | Total California | \$151,580 |
| Western | 152 | 10 Dwgs: | | Total Pac. Coast | 46,624 |
| Palatine | 378 | Royal Exchange | \$510 | Total January, '93 | \$367,760 |
| Caledonian | 200 | 14 Dwg: | | | |
| 8 Bldgs and conts: | | Royal Exchange | \$180 | | |
| Royal | \$380 | | | | |

\$100,000 or More Coast Business.

Following is a list of companies having a Pacific Coast premium income in excess of \$100,000:

| | |
|---|-----------|
| \$500,000 COAST PREMIUMS. | |
| 1. Fireman's Fund | \$562,833 |
| \$400,000 COAST PREMIUMS. | |
| 2. London and Lancashire | \$444,031 |
| 3. Liverpool & London & Globe | 426,132 |
| \$300,000 COAST PREMIUMS. | |
| 4. Home and Phenix (jointly) | \$380,646 |
| 5. *Palatine | 378,426 |
| 6. Commercial Union | 350,681 |
| 7. Phenix, Brooklyn | 331,893 |
| 8. Hartford Fire | 331,674 |
| \$200,000 COAST PREMIUMS. | |
| 9. Home Mutual | \$298,191 |
| 10. Etna | 284,162 |
| 11. North British | 258,543 |
| 12. German American | 248,470 |
| 13. Scottish Union | 240,580 |
| 14. National, Hartford | 221,656 |
| 15. Manchester | 219,724 |
| 16. Alliance | 208,798 |
| 17. New Zealand | 201,572 |
| 18. Continental | 201,060 |
| \$100,000 COAST PREMIUMS. | |
| 19. London and Northern (jointly) | \$196,297 |
| 20. Phenix, London | 191,394 |
| 21. Hamburg-Bremen | 168,816 |
| 22. Imperial | 167,107 |
| 23. Sun, S. F | 166,696 |
| 24. Caledonian | 163,723 |
| 25. Oakland Home | 160,558 |
| 26. Royal Exchange | 158,557 |
| 27. Lion | 155,952 |

| | |
|--------------------------------------|---------|
| 28. Prussian National | 151,276 |
| 29. Ins. Co. N. A | 148,821 |
| 30. Transatlantic | 146,993 |
| 31. Lancashire | 135,910 |
| 32. Norwich Union | 135,636 |
| 33. Connecticut | 128,034 |
| 34. Queen | 127,343 |
| 35. American, Philadelphia | 126,007 |
| 36. Westchester | 125,325 |
| 37. * Union, London | 120,540 |
| 38. Guardian | 118,697 |
| 39. N. Y. Underwriters | 117,021 |
| 40. Sun, Eng | 110,665 |
| 41. *North German | 106,774 |
| 42. Northwestern, Portland | 104,520 |
| 43. Helvetia, Swiss | 100,165 |

* Companies marked with an asterisk (*) entered this class in 1893.

Beginners.—Yes, beginners; not new beginners. If you are a beginner in life insurance you certainly should have a copy of Tabor's Three Systems. If you are a beginner in fire insurance you should have a copy of the Otey Manual. You need them in your business. For sale at this office at \$2 50 and \$1 50 respectively. Perhaps your company or general agent will present you with a copy. Some companies or their agents make such presents. It is worth the trial anyway. But don't do without the book, even if you have to pay for it.

The Trade Register says: "Rates are too high in Washington and must come down. The old Seattle-Spokane cry is played out." Wait till you see the Coast Review's figures of the Washington business.

Insurance Company of North America.

ONE HUNDRED AND TWO YEARS OLD THE OLDEST STOCK FIRE INSURANCE COMPANY IN THE UNITED STATES.

There is something peculiarly appropriate in the "trade mark" globe of the Insurance Company of North America, presenting a shadowy outline of the continent North America; for the company is not only the Insurance Company of North America, but it has a world round fame, built up by a century of existence, and by a record of honorable dealings with claimants in all parts of the globe, to whom \$77,700,000 has been paid.

For many years it was the praiseworthy ambition of this great Philadelphia company, contemporaneous with the Republic and the constitution, to plant an agency wherever the government established a postoffice; and this is substantially true to-day. The name of the Insurance Company of North America is a familiar one in every hamlet in the United States.

The one hundred and second annual statement of the company contains the following large figures: Assets, \$9,432,250; net surplus, \$1,865,508; policyholders' surplus, \$4,865,508, the paid-up capital being \$3,000,000; fire premiums, \$3,743,954; marine premiums, \$1,928,611; total premiums, \$5,672,565; total income, \$6,016,740; losses, expenses, etc., \$5,962,163. These are figures to be proud of, since they place the company in the foremost rank.

On the Pacific Coast, under the management of James D. Bailey, the Insurance Company of North America has made money for the first time for many years. On taking the general agency of the company this experienced local underwriter began a judicious "weeding-out" process, and the result was speedily visible in a profitable outcome. The company's Coast premium income last year was \$148,821, with a loss-paid ratio of only 37.7 per cent. and a loss-incurred ratio of only 42.9 per cent., in both cases about 7 per cent. below the general Coast average in 1893.

California Accident Business.

The figures filed with the insurance department by the accident companies contain liability figures as well, and comparisons are therefore useless. It is evident that the accident business fell off considerably, however. In purely accident business the Pacific Mutual is largely in the lead. In policies in force the Travelers and the Pacific Mutual are away ahead, but they, too, show a falling off in number and amount. It is evident that the accident business has suffered from the business frost of 1893.

The Pacific Coast Fire Business in '93.

The estimate of an average loss ratio of 49 per cent. on the Pacific Coast in 1893, based on The Coast Review loss reports, has been sustained by the official figures. The aggregate premiums and losses incurred, as reported to us by the various offices in San Francisco, shows an average loss ratio of 50 per cent.

But this 50 per cent. average ratio is only approximately correct. The new credit rule has increased the premium income disproportionately to the amount written, as compared with 1892. In other words, this year's premium income includes about one month of last year's premiums, which ordinarily, under the long credit practice, would have been balanced by a month's premiums carried over into the new year. Estimating this premium gain from shortened credit at \$1,000,000, which is not an overestimate, the actual average ratio of losses incurred on the Pacific Coast in 1893 was 55 per cent.

The business depression affected fire underwriting in this field, decreasing the premium income and perhaps increasing the number of fires. Business fell off in greater proportion in the Coast territory outside of California, and in this outside territory the average loss ratio was highest also, being over 60 per cent. Taking premiums earned into consideration, the fire insurance companies, as a whole, made no money in the Pacific Coast territory outside of California last

year, but they made money in California, and made enough to leave a goodly balance on the whole Coast business after paying all losses and expenses.

The retirement of two local companies, as well as the hard times, contributed to a loss of 17 or 18 per cent. in premiums by the California companies; the other-state companies lost 10 per cent.; the foreign companies held their own and made a slight gain; the companies as a whole lost 6 or 7 per cent. in premium income on the surface of the reports. Making allowance for increased premium collections under the new credit rule the actual loss was about 12 per cent. It is evident that the Pacific Coast has suffered from the financial storm, as well as the East.

The Orient Insurance Company.

This well known Hartford insurance company presents a statement this year which places it in the front rank as regards resources from the policyholders' point of view. The net surplus over capital and all liabilities is \$322,696, and the policyholders' surplus, exclusive of the \$907,828 reinsurance reserve, is \$822,695. These are prepossessing figures which win the favor of property-holders and insurance men at a glance, because they give assurance of the company's "staying powers" in the race with fire. The policyholder looks to the surplus as regards his interest, the local agent looks to the net surplus. In both respects the Orient Insurance Company is well fortified.

The Orient has, in round numbers, \$2,100,000 assets, and its claims to favorable consideration are still further strengthened by a loss-paying record of \$7,967,351 during the twenty-seven years of its existence. Chas. B. Whiting, one of the best known underwriters in the country is the president of the company.

George F. Ashton is the general agent for the Pacific Coast field. His department, which is comparatively a new one, embraces Alaska, Idaho, Oregon, Washington, Montana, Utah, Nevada, Arizona and California.

Samuel M. Donnell of Ogden places us under obligations for newspaper clippings.

Miscellaneous California Business.

Among the miscellaneous insurers the Pacific Surety leads in new policies and new business, policies renewed and in force. The Pacific Surety writes over half the total, in fact. The Fidelity & Casualty ranks second. The American Surety is doing a respectable amount of business. We print a table of this class of business, this month.

California Life Business.

The year 1893 was not an unfavorable one for life insurance in California. More new policies were written (344 more) than in 1892, and the amount of new business was only a little less. The life insurance men of this state are to be congratulated on their good work as shown in our table printed elsewhere. They have been energetic, and undismayed by hard times.

Losses and endowments paid increased very largely last year. A gain of nearly 33 per cent. is reported in this respect. Over \$2,000,000 was paid to California policyholders during the year.

In new business the companies which wrote over a million in the state are as follows: New York Life, \$7,920,440; Mutual Life, \$5,375,796; Equitable, \$2,798,000; Provident Savings, \$1,025,150. In amount in force the Mutual Life ranks first, with \$26,887,052; New York Life, \$21,572,140; Equitable, \$15,784,066.

The McWhirter Case.

The case of Mrs. McWhirter versus the Connecticut Mutual Life Insurance Company has been on trial in the United States circuit court of appeals this week. The defendant is sued to recover \$15,000 insurance money under a policy on the life of the husband of the plaintiff. McWhirter was heavily insured, under exceptional circumstances. His life had been threatened by a political cabal in Fresno. It is the general belief that he was murdered, though suicide was possible. With one exception, the insurance companies paid the claim. The Connecticut Mutual management has the courage of its convictions, and, after investigation, believing the insured committed

suicide, the claim was resisted, the policy not covering death by suicide. As we go to press the jury is deliberating on a verdict.—Since the foregoing was written the jury has returned a verdict for the widow, awarding her the face of the policy and interest—\$16,137 altogether.

Good Times Ahead.

There is a promise of easier times not far distant, in the slight improvement of the present; but, independently of that favorable omen, we hope for a material improvement in business circles soon because consumption has caught up with production. Regardless of changes in the tariff, business is bound to brighten. The people must be clad and they must eat; and to supply their wants, farm and shop and mill and ship and car will be run about as they were a few months ago. And moreover, and better, our parley machine at Washington will have soon done something to relieve uncertainty about the tariff—either giving us a new one or confessing inability to do so, and perhaps it doesn't make much difference which. So the outlook for the near future is good for business generally, and not less so for insurance of all kinds. Let us whistle.

Pacific Mutual Life Insurance Company.

The year 1893 was a peculiarly trying one to insurance companies of all kinds, since no kind of business is as sensitive to hard times as insurance. When retrenchment begins, insurance is the first to suffer. But our well known local life and accident insurance company, the Pacific Mutual, of San Francisco, passed through the ordeal of hard times with great credit to the management and the agency force. The volume of new business was maintained, without any "bidding" as would be shown by an increased expense ratio: \$106,000 was added to the assets, and the surplus funds were increased some seven per cent.

The twenty-sixth annual statement of the Pacific Mutual presents the following figures which indicate the healthy condition of the company: assets, \$2,711,424;

receipts, \$986,660; expenditures, \$860,958, leaving a favorable balance of \$125,702; surplus, \$389,625, a gain of \$25,000.

The Pacific Mutual owns its own office building, a new modern nine-story structure, handsome as any in the country, and well filled with prosperous tenants not quite as handsome.

On the Pacific Coast the Pacific Mutual leads in accident business, and ranks among the leaders in life business. It has an enviable reputation for the prompt and liberal settlement of claims, which reputation it is the ambition of the management to fully maintain, with due regard to justice and the rights and interests of all the policyholders of the company.

Credit for Unearned Premiums on Reinsured Policies.

In response to a request for an opinion on the right of a fire insurance company doing business in New York, to a credit, in estimating its unearned premium reserve liability, to the amount of the unearned premiums on its risks reinsured in corporations authorized to do business in the state, a prominent New York attorney says:

There is no provision of law expressly authorizing such a credit. Where one company reinsures its risks such act in no degree affects its liability to the policyholders whose risks are reinsured. It is difficult, therefore, to perceive how a contract of reinsurance can operate to entitle the reinsured company to a credit to the extent of the unearned premiums on the policies covered by such reinsurance contract.

It is claimed and suggested that the authority to allow such credit exists by implication from the authority to reinsure. Later provisions of the statute, however, negative the implication sought to be derived.

The statute is explicit, that in estimating liabilities there shall be charged a sum equal to the total unearned premiums on the policies in force, calculated on the gross sum without any deduction on any account, charged to the policyholder on each respective risk from the date of the issue of the policy. A credit to the extent of the unearned premiums on policies reinsured would violate this provision of the statute, since it would be equivalent to a

deduction to the extent of the credit given from the gross sum of premiums charged to policyholders.

Chips.

—Lincoln Brooks of the firm of C. C. Bartlett & Co., general insurance agents at Port Townsend, Wash., is visiting the "Sunset show."

—The suit against the Standard Oil Co. for damages caused by the sale of below test coal oil (New Zealand Insurance Company, plaintiff), announced several months ago in *The Coast Review*, is being prosecuted. The issue is awaited with interest. Numerous coal-oil explosions in Seattle suggest the probability of similar inferior oil being sold in that town. It is alleged, in the California case, that the explosive oil was intended for the Alaska trade—perhaps for the natives to drink—but was sold in California by mistake.

—The American Surety Company of New York is now ten years old, and it makes a very creditable statement, showing the following gains:

| | |
|--------------------------------------|-----------|
| Increase in assets | \$165,550 |
| Increase in reserve | 109,249 |
| Increase in surplus | 66,855 |
| Decrease unadjusted claims | 10,553 |

The American Surety has \$3,368,883 assets and \$811,630 net surplus. The paid up capital is \$2,000,000. The company paid eight per cent. dividends during the year. Since organized \$1,110,985 losses have been paid. This is a good record of valuable service to the business community for ten years. The losses paid in 1893 aggregated \$286,000.

—The Scottish Union's American branch increased its assets nearly \$300,000 last year and had an income over a quarter of a million dollars in excess of expenditures. The net premiums increased \$378,000. During the last three years the Scottish Union, pursuing the same conservative methods, has more than doubled its United States premium income. The figures of January 1st of the American branch are: assets, \$2,543,249; net surplus, \$1,421,505; net United States income, 1893, \$1,360,394; income over expenditures, \$264,327; loss ratio, 60.4; expense ratio, 29.4. General Agent Callingham of the Pacific Coast department wrote \$240,580 in premiums last year, which was a gain of nearly \$11,000, with a loss-incurred ratio considerably below the average. Mr. Callingham is to be congratulated on the showing of both his company and his agency.

—H. R. Mann has been quite ill for the past month.

—The Fullerton Insurance Agency of Great Falls, Mon., has incorporated, with a capital stock of \$25,000, divided into 250 shares of \$100 each. The president is W. Fullerton.

—There has been a slight flurry in Pacific Insurance Union matters recently, but not of a very serious nature. This time Oakland, not Wm. Landers, is at the bottom of the trouble. The union holds a special meeting to consider the matter on Thursday, February 15.

—When you rise to address members and guests of the Fire Underwriters' Association, at the banquet on the evening of February 21, be prepared to think on your feet, but not of them. Look straight ahead, look at the president or at the dinner committee, or at vacancy, but don't look at your feet.

—The New Zealand's Coast business last year was distributed as follows: California (Hugh Craig), \$124,920 premiums, 51.5 losses paid ratio; Northwest (Herbert Folger), \$28,897 premiums, 47 losses incurred ratio; Mountain, Denver headquarters, \$47,755 premiums and 50.8 losses paid ratio. Total Coast, \$201,572 premiums, and \$126,055 losses incurred.

—The San Francisco fire department was without a head for a few minutes one day last week. At least, Chief Sullivan lost his head when a pedestrian on a crossing, objecting to fast driving, struck the chief's horse across the head with a cane. Out jumped the angry head of the department, resolved to "do up" the objector after the former style of his namesake John L. But the pedestrian promptly laid the chief out with a blow of the cane, and thus "put a head" on the man who had lost his head.

—The second annual session of the Pacific Coast Association of Fire Chiefs met in San Francisco on February 6. Chief Deasy of Victoria read a paper urging the insurance companies to discriminate in rates in favor of cities with paid fire departments. A resolution was adopted recommending the creation of partly or fully paid fire departments in all Coast cities as a means of lowering insurance rates. The session closed with a banquet under the direction of the fire underwriters, Robert Dickson, chairman of the Fire and Water committee, presiding. Rudolph Herold and W. J. Callingham acted as dinner committee, and one hundred and fifty chiefs and underwriters were present. Los Angeles was selected for the next annual meeting.

Manager Dunphy of the Home Life sends us a book which contends in bold letters that New York is "the foremost city in the world." About the finest picture in this book is that of the Home Life's handsome home building. The flag-staff scrapes the clouds.

—V. C. Driffield has been appointed manager Pacific department Transatlantic Fire Insurance Company. Mr. Driffield is an experienced underwriter and one of the best adjusters in this field. Mr. Blumberger is to be congratulated on his selection of manager for his company in this field. Messrs. Leonard & Danker will be Manager Driffield's first lieutenants.

—The annual meeting of the Fire Underwriters' Association of the Pacific will be held on February 20 and 21, closing with a banquet. We suggest that the association so change the date of its annual meeting so as to always immediately precede, as in this case, Washington's Birthday. It is pleasant to have a holiday follow the arduous labors post-prandial.

—Attorney Carr of Denver, whose life was insured, was murdered last Sunday night at his home. His wife and several loose characters have been arrested on a charge of conspiracy to murder Carr for his \$20,000 life insurance money. Mrs. Carr was married from a bagnio. In a similar case in San Francisco many years ago the beneficiary was a strumpet, whose blackleg friends threw her affianced husband out of a window after breaking his neck.

—Peter Outcault, for many years special agent and adjuster of fire losses on this coast, for past three years with the German American, announces himself as independent adjuster of fire losses and expert accountant, with office room 5, Fireman's Fund building. Mr. Outcault is an experienced adjuster and expert accountant, and The Coast Review takes pleasure in rating him in class A in both specialties.

—The statement of the Phoenix of Hartford shows \$5,429,793 assets; \$2,183,094 reinsurance reserve, and \$713,196 net surplus. Business increased, but the assets fell off, chiefly because of the depreciation of securities of all kinds in 1893. Since organization the Phoenix has paid its policyholders over \$33,000,000. General Agent Arthur E. Magill transacted a large and very profitable business for the Hartford Phoenix in this field last year.

—Draper & LeBaron is the name of a new firm of general insurance agents at San Bernardino, Cal. The firm represents over \$300,000,000 insurance capital and has one of the finest offices in southern California.

—The Continental Insurance Company's statement of January 1 shows \$6,433,171 assets, \$1,576,595 net surplus; an increase of \$60,778 in premiums written and \$52,990 increase in assets. The financial character of the year 1893 is well shown in the announcement of a decline of \$137,867 (about 3 per cent.) in market value of securities.

—An important question in regard to the apportionment of loss between insurer and reinsurer was recently submitted to two authorities, who returned answers diametrically different. The question was then submitted to The Coast Review, but, owing to a press of tabular matter this month, we are compelled to postpone the discussion of the question until our March number.

—Since Ins. & Com. Magazine gave up the floral lithograph frontispiece we have had to depend upon that beautiful publication Vick's Floral Guide, which costs only ten cents, and is published in Rochester, N. Y. Some years ago this publication advertised the "Althea" flower, and in the table of names and definitions we noted with surprise that Althea meant "the rose of Sharon." Poor Sarah!

—Buyer & Reich, or their creditors, having tired of trying the case in the expensive court of the daily press, have brought suit against the several offices interested. Is this another "bluff" like that of the newspaper onslaught? The fire occurred last June, when the firm were, it is believed, in financial difficulties. An extortionate loss claim was presented, and the companies refused to pay. It has taken B. & R. a long time to screw their courage up to the suing point.

—John H. Reppy of the firm of Reppy & Hammons, general insurance agents at Ventura, Cal., and who for the past five years has very successfully managed the Mutual Life's interest in three counties in that part of the state, was on the first of February appointed manager for the Germania Life Insurance Company of New York for all southern California south of Fresno, with headquarters at Los Angeles. The firm of Reppy & Hammons will be succeeded by John W. Hammons, who will conduct the business at the old stand in Ventura.

—The Hamburg-Bremen has withdrawn from Wyoming.

—The Orient of Hartford now has a net surplus of \$323,000, and over \$2,000,000 assets.

—Brannen & Kellogg of Denver have been appointed agents of the London & Lancashire Fire.

—Capt. J. W. Howell, whose district is northern California, is rejoicing over a well gleaned field for the Mutual Life last year.

—The general view now is that the holiday trade on the Coast, on which merchants rely so much, was considerably poorer than a year ago.

—The Pacific Mutual made a material gain in assets last year. At the present rate of progress San Francisco will soon have two three-million-dollar insurance companies.

—Cobb, Wilson & Co. of Denver have been appointed agents for the Niagara and Caledonian for the "mountain district" of Colorado, Montana, Wyoming, New Mexico, and Kansas and Nebraska thrown in.

—Maxwell & Berry have dissolved partnership. Mr. Maxwell will continue the business of the firm, representing the Firemen's of Newark and the New York Plate Glass as general agent, and six other fire companies as city agent; also the Union Casualty and Surety Co. of St. Louis.

—We note with pleasure the no doubt significant fact that the horse blanket sheets of San Francisco new year's issue had very few insurance companies' paid puffs. The general agents and managers who believe that anybody reads them were skeptical this year or they resented the abuse of the daily press in the Buyer & Reich affair.

—The Denver Association of Life Underwriters held its annual meeting on January 14, with seventeen representatives of life offices present. The old officers were re-elected—Ira B. Jackson, Pacific Mutual, president; Oliver Williams, Northwestern Mutual, vice-president; John L. Stearns, Mutual Life, secretary; A. E. Liverman, New England Mutual, treasurer. In the evening the association gave its first banquet. There were several distinguished guests. Toastmaster Wyatt of the Manhattan proposed "Rebating," "The Agent," "The Baby," "The Ladies," "The Examiner," etc., which were responded to by different members duly primed therefor. Some of the responses would bear repetition in cold type.

—Seattle authorities have ordered fifty additional hydrants.

—E. P. Piper of Denver has been appointed general agent for the Sun of California.

—The Mutual Fire's Coast business outside of California was \$9,266 premiums written, and no losses.

—The Munich Reinsurance Company's balance sheet shows a profitable year. The gross assets are \$3,100,000; the capital is \$1,200,000.

—At the annual meeting of the stockholders of the Fireman's Fund, held on the 16th ult., the board of directors were elected for the ensuing year, and the board in turn re-elected the present officers, to-wit: D. J. Staples, president; Wm. J. Dutton, vice-president and secretary; J. B. Levison, marine secretary; Louis Weinmann, assistant secretary; S. D. Ives, general agent.

—The Union Mutual Life of Portland, Me., made a record for itself in 1893. In December alone the company issued nearly \$2,000,000 of insurance, and during the year it wrote some \$9,250,000 of new business, an increase of a million and a half over '92's new business. Every month of 1893 showed an increase over the corresponding month of 1892. W. C. Leavitt is the successful manager of the California agency, which increased its 1893 business about 75 per cent. over that of 1892. Congratulations, young man.

—The Insurance Journal of Hartford says: "The Index, a newspaper published in Liverpool, Eng., has become so excited over an article in the Coast Review that it offers the Coast Review editor a hundred pounds if he will put himself within the jurisdiction of English law. There is no editorial name attached to the Index, but we believe it is edited by a man once well known in the United States, Mr. Robert Caverley, formerly of Philadelphia, and later, we believe of San Francisco; and we rather think that Edwards of the Coast Review knows him. If he is the man we would be willing to venture dollars to doughnuts that Edwards can knock him out in one round. Our genial friend Tobey of the New Orleans States would like to see the "mill," and even with our inclination to a peaceful life we are not certain that we would not go as far at least as Florida to see the match. We don't know what was the provocation for this outburst on the part of our English contemporary, but it must have been something very serious to cause a man of the size of Caverley to attack one as big as Edwards."

The Merchants of New Jersey has reinsured its Wyoming business in the London & Lancashire.

—A. D. Smith, formerly manager of the P. I. U. at Los Angeles, has been elected superintendent of the Mountain View cemetery, Oakland.

—John D. Bradford, special agent Fire Association, Atlanta, Ga., is visiting California. While here he will do some work for the Fire Association, but his trip is mainly for the restoration of his health.

—A press dispatch says of the fire in Fairhaven, Wash., Jan. 21: "The management of the fire was bad, and the department labored under disadvantage from rotten hose." Caution: press dispatches are generally untrustworthy.

—The Westchester Fire made gains in assets and reinsurance reserve last year. Assets \$1,821,549; excess of income over expenditures, \$82,375; net surplus, \$327,470. The Westchester is over a half century old. J. N. Reynolds does a large business for the Westchester on the Pacific Coast.

—The Official Guide to the California Midwinter Exposition is a handsomely printed and illustrated book of over 200 pages. Visitors should purchase a copy (25 cents) not merely for present use, but for reference purposes after returning home. Without the aid of this complete guide something worth seeing will be missed. Spaulding & Co., printers.

—Pacific Coast Failures.—Bradstreet's says: "There were reported 1,048 failures in the Pacific Coast states and territories for the year 1893, with assets of \$7,907,097 and liabilities \$14,226,634, as compared with 980 for the previous year, with assets of \$4,464,825 and liabilities \$6,753,911." Liabilities were more than double, while the number of failures was only a trifle larger. This indicates that the hard times have hard hit the better classes of merchants. The figures afford some evidence of the business depression which has affected premium receipts on the Pacific Coast.

WANTED.

THE AGENCY of two first-class Insurance Companies. The advertiser is doing a permanent and growing loan business in one of the two leading cities of PUGET SOUND. He already controls a large amount of insurance, and is in a position to control more, both through his loan business, and outside of it. Address "E," care Coast Review.

1829 CHARTER PERPETUAL. 1894

FRANKLIN

FIRE INSURANCE COMPANY

OF PHILADELPHIA.

Assets, January 1, 1894.

| | |
|--------------------------------|-----------------------|
| Mortgages | \$2 88,411 86 |
| Real Estate | 291,100 00 |
| Loans on Collaterals | 280,354 53 |
| Bonds and Stocks | 2,087,869 25 |
| Cash | 182,933 85 |
| TOTAL | \$3,130,589 49 |

| | |
|---|-----------------------|
| Capital | \$ 400,000 00 |
| Insurance Reserve | 1,725,595 49 |
| Unpaid Losses, Dividends, etc. | 51,352 46 |
| Net Surplus | 953,731 54 |
| TOTAL ASSETS, Jan. 1, 1894 | \$3,130,589 49 |

OFFICERS:

| | |
|-----------------------------|------------------|
| JAS. W. McALLISTER. | President. |
| GEORGE F. REGER. | Vice-President. |
| EZRA T. CRESSON. | Secretary. |
| SAMUEL K. REGER. | Ass't Secretary. |

DIRECTORS:

| | |
|--------------------------|-------------------|
| James W. McAllister. | Charles M. Swain. |
| Alfred Fitler. | Charles W. Potts. |
| George A. Heyl. | John Saier. |
| Geo. Fales Baker. M. D., | George F. Reger. |
| John Wright. | Joseph Moore. Jr. |

AGENCY DEPARTMENT:

| |
|-----------------------------|
| ROBERT H. WASS, Manager. |
| JOHN M. DREDGER, Secretary. |

Pacific Coast Department:

ED. E. POTTER, General Manager,

508 CALIFORNIA ST., SAN FRANCISCO.

—General Agent Bailey of the Insurance Company of North America presents his agents with a pleasant reminder in the form of a diary, and a somewhat novel one at that.

—Fire Patrol Election.—Newly elected officers of the underwriters' fire patrol for 1894: president, Chas. A. Laton; vice-president, Geo. W. Spencer; secretary and treasurer, Rudolph Herold, Jr.; directors—N. T. James, Wm. Macdonald, Geo. W. Spencer, Jno. W. G. Coffran, John Scott Wilson, Rudolph Herold, Jr., Chas. A. Laton.

—W. S. Duval, manager of the Continental, spoke by invitation before a large meeting of the "Insurance Clerks Association" on "Preventable Fires," Monday evening, Jan. 8. His remarks covered the subject of inspection of risks and dealt with "Faults of Management" and "Construction" from an inspector's point of view.

—You have been troubled of late, slightly, about your friend, the insurance journalist. It is in your bones (it was always in your bones) to cut him down somewhat. Don't! It is not good generalship to turn away help in the day of battle. And let me ask you if you have cut down your own salary. I trust not. It is none too much. Three or four times as much, possibly ten, as the total sum your company pays to all the so-called insurance journals of the land—good, bad and indifferent. But you earn it all. Stick to it! Stand no nonsense!—Lakey, in Insurance.

—Glens Falls Ins. Co.—This wonderfully successful New York company is able to report remarkable gains in assets and net surplus during 1893. Nearly a hundred thousand was added to the assets, and the actual gain in net surplus was \$52,618. But then we are not surprised; we expect this sort of thing from the Glens Falls. This old and tried company is nearing the half century post. The annual statement for the year ending December 31 shows \$2,249,553 assets and \$1,272,007 net surplus—over six times the amount of paid-up capital. Is there another company like it in this respect? The income exceeded losses, commissions and all expenses \$141,934. Twenty years ago the Glens Falls had only \$630,237 assets; now it has nearly four times that amount of assets. Then it had the handsome net surplus of \$118,541; now it has a beautiful net surplus eleven times as large. The average increase of net surplus has been over 50 per cent. yearly. Voss, Conrad & Co. are the Pacific Coast representatives of this exceedingly well-managed Glens Falls company.

"OLD AND TRIED."

Glens Falls Insurance Co.

Organized A. D. 1849.

GLENS FALLS, NEW YORK.

*Abstract from 44th Annual Statement,
January 1, 1894.*

TOTAL CASH ASSETS \$2,249,552 90

LIABILITIES.

| | | |
|---|-----------------------|------------|
| Capital Stock | \$200,000 00 | |
| Unearned premium fund. New | | |
| York Department standard | 712,744 29 | |
| Unpaid losses December 31st. | | |
| 1893 | 49 696 53 | |
| All other liabilities. deductions, etc. | 15,104 57 | 977,545 39 |
| Net Surplus Over all Liabilities | \$1,272,007 51 | |

*Special Items under New York Safety Fund Law.
Included Above.*

| | |
|----------------------------------|--------------|
| Guarantee Surplus Fund | \$200,000 00 |
| Special Reserve Fund | 200,000 00 |

General Statement for the Year.

| | |
|---|--------------|
| Income exceeds losses, commissions and | |
| all expenses | \$141,934 59 |
| Increase in accrued interest and rent | 3,476 75 |

| | |
|--|---------------------|
| AGGREGATE GAIN FOR THE YEAR | \$145,411 34 |
| Dividends paid | \$40,000 00 |
| Increase in unearned premiums | 30,338 61 |
| Increase in unpaid losses | 11,027 30 |
| Depreciation, profit and loss, etc. | 11,426 97 |
| | 92,792 88 |

| | |
|-----------------------------------|-------------|
| ACTUAL GAIN IN NET SURPLUS | |
| FOR THE YEAR | \$52,618 46 |

VOSS, CONRAD & CO., General Agents,
SAN FRANCISCO, CAL.

The Coast Review.

A MONTHLY JOURNAL

DEVOTED TO

ALL KINDS OF INSURANCE THAT INSURES.

TWENTY-FOURTH YEAR OF PUBLICATION.

Printed about

the 9th

and mailed about

the 11th

of every month.

J. G. EDWARDS, Proprietor.

Pacific Mutual Building, San Francisco, Cal

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The Otey Manual.

Following are a few of the testimonials volunteered by local agents and others:

L. R. Grimes, Ellensburg, Wash.: The Otey manual supplies a long-felt want.

Chas. F. Burton, Billings, Mon.: I have gone through it and find it very useful. It is now on my desk for reference.

Craig Bros., Pasadena, Cal.: We have found it a great help.

J. B. Fuller, Marysville: Of great benefit.

C. W. Maxon, Oceanside, Cal.: It is certainly perfection in its line.

Geo. C. Ramsey, Bozeman, Mon.: Valuable. Contains many suggestions of importance to local agent.

Wooster & Ensign, San Jose, Cal.: The Otey manual contains many suggestions not to be obtained from any other source.

S. A. Stewart, Elsinore, Cal.: I could not well do without it.

Allard & Gibson, Eureka, Cal.: It is concisely perfect.

Geo. W. Neff, Logan, Utah: It fills the bill.

Jas. F. Ferguson, Baker City, Or.: I find within its pages a vast amount of useful information. I have never seen anything else that would render the local agent as much assistance in the prosecution of his work intelligently.

Cummings & Vaught, New Orleans, La.: We keep it ready at hand, referring to it frequently, using it as an authority.

P. J. Macmahon, Laredo, Tex.: It is clear and explicit.

Digest of Latest Insurance Decisions.

Fire.

CONCURRENT INSURANCE.

Hibernia vs. Malevinsky.—Where an insurance agent, with authority to receive premiums and issue policies, exercises such authority, with notice from insured that there is concurrent insurance on the premises, the company is estopped after a loss to declare the policy forfeited because consent to such concurrent insurance was not indorsed on the policy, as provided for therein.

Though a policy provides that none of its conditions can be waived unless such waiver be indorsed thereon, where an authorized agent accepts a premium having knowledge that a condition of the policy is being violated by the existence of concurrent insurance, without an indorsement of consent, the waiver may be shown by parol. 24 S. W. R. 804.

USE OF PREMISES.

Driscoll vs. German-American, N. Y. S. C. — Evidence that defendant's agent knew, at the time the policy sued on was issued, that the insured premises were

used for other purposes besides that stated in the application, is admissible.

Recitals in the application and policy that the insured premises were used as a lodge are not a warranty that the occupancy for that particular purpose will be continuous. 26 N. Y. Sup. 646.

CO-INSURANCE CLAUSE.

Belt v. American Central, N. Y. S. C.—Plaintiff, who held a policy containing an 80 per cent. coinsurance clause, applied for reduction of premium, and accepted a policy containing a 100 per cent. coinsurance clause. After the fire he filed proofs of loss on the 100 per cent. basis, was paid the amount thereof, and surrendered the policy. Held, that plaintiff ratified the substitution of the 100 per cent. coinsurance clause.

The loss was adjusted upon the basis of a 100 per cent. coinsurance clause, but, had it been adjusted upon the basis of an 80 per cent. coinsurance clause, the plaintiffs would have been entitled to receive \$4,118.60, a difference of \$823.72, to recover which sum this action was brought. 26 N. Y. Supp. 692.

MISDESCRIPTION.

Kansas Farmers vs. Saindon, Kan. S. C.—Where a dwelling house is insured, and the policy by mistake misdescribes the land on which the house is situated, this will not of itself affect the risk, or render the policy void; and it is not necessary to reform the policy, in case of a loss, to recover thereon.

MORTGAGE CLAUSE.

A provision in an insurance policy against future incumbrances without the consent of the secretary of the insurance company, indorsed thereon, is not broken, where the property is already mortgaged at the time of the application for the insurance and the issuance of the policy, by the subsequent renewals of the prior mortgages with accrued interest. 35 P. R. 15.

FALL OF A BUILDING.

Nicholls vs. Sun Mut.—Under policy providing that if the building fall, except as the result of fire, insurance shall immediately cease, insurance can not be recov-

ered where fire breaks out as the result of the fall of the building. 14 S. R. 263.

DELIVERY.

Newark Machine Co. vs. Kenton.—In determining whether there has been a delivery of a policy, effect will be given to the intention of the parties; and when the terms of an executed policy have been unconditionally accepted by the insured, and it has thereafter been treated as in force by the parties, its delivery will be regarded as complete, though it remain in the hands of the insurer's agent.

CREDIT.

An agent authorized to make contracts of fire insurance and issue policies may waive payment in cash of the premiums, and give time for their payment, unless there are restrictions upon his authority of which the insured has notice; and such waiver may be express or implied.

Where, under an arrangement with the insured by which his insurance was to be kept up to a specified amount by renewals or new policies, it was the custom of the agent to charge the premiums as policies were issued or renewed, and have periodical settlements with the insured, when the premiums would be paid, a credit for a premium so charged to the next period of settlement may be implied. 35 N. E. R. 1060.

DEMAND FOR APPRAISAL.

Connecticut Fire v. Hamilton, U. S. C. A.—A joint demand for a joint appraisal by twelve insurance companies is not within the terms of the policy of one of the companies, providing for an appraisal by two persons, one to be selected by the company, and the other by the insured, who, in case of disagreement, were to call in a third. Such policy stipulates for a separate appraisal.

PROOFS OF LOSS—WAIVER.

A policy provided that a loss should be paid 60 days after notice and proofs; that the amount should be appraised in a certain manner, and the appraisers' report should be made part of the proofs of loss; and until such proofs should be produced and appraisals permitted the loss should not be payable. Proofs of loss

were furnished by the insured, to which the insurer objected because of the amount claimed. After negotiations between the parties concerning the manner of appraisal, the insurer promised to submit a form of appraisal, which it failed to do, but retained the proofs for over 60 days. Held, that the insurer could not afterwards object to the sufficiency of the proofs.

APPRAISAL.

When it is stipulated in a policy that, in case the amount of loss shall not be agreed upon by the parties, it shall be determined by appraisers chosen by them, and that their appraisal shall form a part of the proofs of loss, until the production of which the loss shall not be payable, it is the duty of the insured, in case of disagreement, and the stipulation is not waived by the insurer, to obtain such an appraisal, and no right of action arises until he has obtained it, or made reasonable effort to do so and failed.

SALE PENDING APPRAISAL.

If, in such a case as is last supposed, the policy gives the insurer the right within 60 days after the reception of such proofs of loss to take the damaged property at the appraisal value, the insured has no right, while negotiations for an appraisal are pending, and while only 33 days from the transmission of the original proofs of loss have elapsed, to sell in parcels and dispose of the damaged property; and if he does so he cannot maintain his action on the policy. 59 F. R. 258.

REPAIRS.

Imperial Fire v. Coos County, U. S. S. C.—A condition avoiding the policy in case “mechanics are employed in building, altering, or repairing the premises,” without notice to or permission of the insurer, is broken, and the policy annulled, by the making of extensive alterations without such notice or permission, irrespective of whether the risk was in fact increased during the time of the alterations, or whether, if increased, the increase continued at the time of the loss. Mr. Justice Brewer dissenting. 14 S. C. R. 379.

THE STATE INVESTMENT CASE.

State Investment v. Superior Court,

San Francisco, C. S. C.—Pol. Code, sec. 600, provides that when the insurance commissioner ascertains that a person engaged in the insurance business is insolvent he must require the person to repair the capital stock. Section 601 provides that if the deficiency in stock is not made up the commissioner shall inform the attorney general, who must commence an action in the name of the people, and apply for an order requiring cause to be shown why the business should not be closed; and if such person is insolvent, or the interests of the public so require, the court must decree a dissolution of such corporation, and the winding up of its affairs, and the distribution of its effects. Held, that the court, on decreeing the dissolution of a corporation in such action has no power to appoint a receiver, or assume control of its effects.

Code Civil Proc. sec. 565, empowers the superior court to appoint receivers of a corporation on its dissolution on application of any creditor, stockholder or member. Civil Code, sec. 400, provides that on the dissolution of a corporation, “unless other persons are appointed by the court,” the directors or managers at the time of its dissolution are trustees of the creditors and stockholders, and have full power to settle its affairs. Held, that such statutes do not authorize the court to appoint a receiver of an insurance company on dissolution thereof in an action brought by the attorney general.

Where an insolvent insurance company is dissolved on application of the attorney general, the court has no power to appoint a receiver to take charge of its effects “during the pendency of” an appeal by the corporation. 35 P. R. 549.

Assessment Accident.

DELIVERY OF POLICY AFTER DEATH.

Dailey vs. Preferred Masonic, Mich. S. C.—The fact that an accident policy sent through the mail does not reach its destination till after assured's death does not prevent recovery on the policy, the control being complete when the policy is accepted and credit given for the premium. 57 N. W. R. 184.

President Ives's Address.

FROM THE ADDRESS OF PRESIDENT IVES, DELIVERED AT THE EIGHTEENTH ANNUAL MEETING OF THE FIRE UNDERWRITERS' ASSOCIATION OF THE PACIFIC, FEBRUARY 20, 1894.

Occasions like this serve as mile-stones along the insurance highway by which we can measure our progress, and where we may rest a little to exchange ideas of past events and renew our friendly relations for the future. As our physical system gains strength by exercises, so too do our mental powers increase with use, and I think each member of this association gets a wider knowledge of the insurance business and obtains a stronger hold upon its principles by attending these meetings. For profit, or for improvement, only the present is ours. Time does not linger in its flight, nor does the current of events turn backward.

DEATH.

During the last few months, death has stricken from our rolls the well known names of Isaac Manheim, Herbert L. Low, and Chas. D. Dohrmann. The records of their lives are closed, and their voices are silent, but memory still gives them a place among us. A few of our former members have resigned during the past year, but others have been elected to fill their places, so that the association now maintains about the same numerical strength as heretofore. There are, however, a number of special agents, general agents and managers of companies who are still out of our ranks. Can we not enroll them as members, thus benefitting them and strengthening the association?

AMENDMENTS.

Assuming that there is strength in union it naturally follows that enlarging the union augments its strength, and "from the signs of the times" such harmonious relations as exist among members of the Fire Underwriters' Association of the Pacific may prove particularly valuable in the near future.

At our last annual meeting, amendments were adopted to article 9 of our constitution and to sections 4 and 6 of its by-laws with reference to meetings, to election of members, and to the writing and publishing of papers for annual or for regular meetings. Since then members of the association have objected to some of those amendments, claiming they were not calculated to advance our interests, and that they were not adopted in accordance with the constitution and by-laws. As this

division of opinion concerning such important questions has delayed and impaired the work of the association during the past year, it is to be hoped some solution of the difficulty may be agreed upon before this meeting is finally adjourned.

The first quarterly meeting of the Fire Underwriters' Association of the Pacific last year was held in May, according to the constitution as amended at the last annual meeting in 1893. Owing to discussions that then arose with reference to those amendments, and to the apparent difficulty of electing new members in accordance therewith, that meeting was adjourned to the third Tuesday in June, and has been so adjourned from month to month until the present time. Since May, 1893, new members have been elected by a two-thirds vote of the members present each month at the adjourned quarterly meeting, and when possible to do so, have also been elected by vote of the election committee provided for by last year's amendments to the by-laws. These difficulties should be obviated so that the association may be enabled to work harmoniously for the general advancement of our profession. If little has been accomplished during the past year, more should be done during the coming one, and certainly there is no lack of errors and abuses in our business which might profitably engage our attention.

DEMORALIZATION IN FIRE UNDERWRITING.

Each year demoralization of the insurance business becomes more marked, fire losses increase, and surplus funds shrink in the most alarming manner. This unfortunate state of the business is largely due to excessive competition which has gradually resulted in removing too many of the safeguards that formerly protected our contracts. The Pacific Coast is one of the few divisions of the United States that pays a profit to underwriters. It is therefore of the utmost importance not only to the companies but to their managers here, that each member of this association should at all times seek to maintain adequate rates, to reduce unnecessary expenses, and to encourage correct practices in all the details of our business.

The Fire Underwriters' Association of the Pacific has, since its inception, been recognized as an important factor in the insurance business of this Coast, and it is for you, gentlemen, to continue its admirable record of the past. With this end in view, your attention should be given at an early day to questions

concerning fire losses, co-insurance, mortgage clauses and possibly schedule rating.

TOO LIBERAL SETTLEMENTS.

A large proportion of the fires result in losses that are less than 20% of the amount insured. Such claims are too often settled (not adjusted) in a careless and liberal manner that, in the aggregate, unjustly deprives the companies of a vast amount of money each year. The more important individual losses are also frequently slighted in details of adjustment. There was a time, perhaps, in the early history of this Coast, when general estimates, profanity, and firearms were recognized as legitimate means for determining fire losses. At that time rates were high, profits from underwriting were large, and the companies could better afford to follow the careless customs of the country than they can now. Those golden days (or days of gold) have long since passed, and the adjustment of fire losses should now receive as careful attention on this western slope of the Sierras as it does in districts further east.

CO-INSURANCE.

Co-insurance is another important matter that has heretofore received insufficient attention outside of our marine contracts. From its advantages might be hoped for in fire policies, which a mere increase of rate does not seem to offer. It is a well known fact that increased cost for even the necessities of life results in less demand for them, and that lower prices for such articles lead to their more liberal use. Insurance has become a commercial necessity; but the demand for it is nevertheless governed to a considerable extent by the rate. If rates increase, the amount covered on the choicest risks of their class will doubtless be reduced, because it is, generally speaking, the owners of the most desirable business who can afford to carry a large proportion of their own insurance, and who are the most easily induced to do so. Liability to total loss under many of our policies would then be greater than before, and not only our ratio of *loss to insurance*, but our ratio of *loss to premiums* would probably soon show an increase in the better class of business. The more hazardous risks, and property belonging to people who anticipate a fire, would doubtless pay a little more premium at a higher rate, as full insurance is always demanded on that class of business, but the advantage, if any, to companies from advanced rates would in all probability be less

than many underwriters anticipate. If the above reasoning is correct, it certainly seems that co-insurance might be used with much better results than could be expected from an advance in rates. The co-insurance clause could be graded in a manner that would leave the assured full option as to the value he might wish to protect by insurance, and a sliding scale of rates might apply about as follows, viz:

With 50% co-insurance clause, add ten per cent to the established rate. With 60% co-insurance, charge simply the established rate. With 70% per cent co-insurance clause, deduct ten per cent from the regular rate. With 80% per cent co-insurance clause, deduct twenty per cent from the regular rate.

To such graded co-insurance clause there might be added on some classes of hazards, if not on all, a graded loss clause, ranging from sixty to eighty per cent, according to the requirements of the case. Thus we return to the first proposition, that co-insurance is an important matter—a subject worthy of your consideration.

THE MORTGAGE CLAUSE.

With reference to the printed mortgage clause so commonly used, we all know that many of them are merely amendments to our contracts with the assured, increasing the hazard without additional premium, and waiving most of our rights under the conditions of our policies. Some form of mortgage clause should be required embodying at least the right to cancel by giving ten days' notice to the original mortgagee, and in case of loss, to subrogation of the mortgagee's rights, and the contribution of all other insurance on the property whether valid or invalid. The present forms of mortgage clause are a great and growing menace to underwriters, and reform should be demanded.

SCHEDULE RATING.

The question of schedule rating should also have our attention. If this method of rating could be universally applied, we should soon notice a marked improvement in the construction of buildings, and a corresponding reduction in the percentage of loss to value under our policies; but so long as structural defects are overlooked by companies in establishing rates on buildings, the owners of such property cannot be expected to invest much money for its improvement. This question is being generally considered by underwriters throughout the Eastern States, and we should be ready

to intelligently receive such innovations as may arise from schedule rating, whenever it is adopted on this Coast.

Society of Scribes.

The Sacred Animals.—The Dog (Jackal) represents the sacred scribe: because that functionary ought to be always studying, and likewise should *bark at*, and make himself disagreeable to, everybody.—Horapollo.

The Spectator wants fire patrol assessments to be based on amount written instead of premiums received.

The assessment companies have a capable and handsome champion in the monthly Mutual Underwriter of Rochester, N. Y.

The Chronicle is in error when it speaks of the Berlin burglary insurance company as the first of its kind. Hartford claims many years priority.

The Insurance Radiator, W. E. Underwood editor, formerly published in New Orleans, now promises to shine twice a month in Dallas, Texas. It is a handsome little paper.

The Western Review again airs a pet hobby—that fire chiefs should be graduates of West Point and members of the army. In other words, townspeople are incapable of self-government.

As the American fire offices do not advertise in any of our contemporaries they are printing an extract from the will of a bankrupt San Francisco merchant, wherein he expressed a strong preference for foreign fire insurance companies. The foreigners are good advertisers.

Agency paper Rambling Notes tells insurance editors how to make insurance papers. Mr. Osborn's ideal paper is one prepared by special contributions only. Such a paper would be so technical that nobody would read it except the contributors. Rambling Notes is not that sort of paper, happily.

Editor Hayden of the Weekly Underwriter is an ardent free trader, which fact may partly account for his disliking underwriters' tariffs. But when an underwriter with the courage of his political convictions recently expressed his views as an underwriter and a business man regarding legislation our contemporary was grievously offended. Had such views harmonized with Mr. Hayden's, perhaps no objection would have been offered. It is passing strange how partisanship narrows the views of even a man of brains.

The London Review says of American insurance journalism: "It lives, it moves, and has its being." And further: "On this side, managers do proudly boast that they never under any circumstances read any insurance paper. There, the journals flourish exceedingly, and the companies appreciate them—whether sadly or from esteem is not for us to inquire. Insurance journalism is not merely tolerated, it is absolutely encouraged in the United States."

Speaking of poorly displayed ads. in England, A. Arthur Reade, in a paper on insurance advertising, read before the Insurance Institute of Manchester, said: "Greed is at the bottom of all bad printing. All London work is done at starvation prices, and, under such circumstances, how can a printer put soul into his work?" Of the American life company papers, the first, in Mr. Reade's opinion, is the New York Life's News Letter; the most practical is the Equitable Record; and "the dullest" is the Weekly Statement. We differ from this critic. The last named paper is lively, practical, and serviceable to agents. But we wonder why it is copyrighted.

Here Too!—If there is any one insurance journal which any underwriter considers as a useless "hanger-on," let him make it his business with the advent of the new year to cut it off. But do not let him go around whining at the expense which he can stop with a word. We propose to begin the new year, as we have those which have preceded it, with no sense of obligation to any one. We are fellow workers in and for insurance, and the portion of the premiums paid for insurance which falls to our lot as journalists is as fully earned as is the salary of the manager or the commission of the agent. If the time is now or ever shall be that this is not true in the fullest sense, we trust that this paper may be left out of the general apportionment.—Weekly Underwriter.

Black & White prints monthly a table of authorized companies by states. The value of such a table depends on its accuracy. We note that in the January issue Colorado is credited with the Denver Fire and the Equitable Accident, both of which "passed away" several months ago. Washington is credited with the Tacoma Fire, a wildcat which reinsured a year ago in the Farmers of Seattle. The latter company, which is not listed, reinsured a few days ago. In the Oregon table our Chicago contemporary credits the State of Salem with \$393,028 assets and a large net surplus. Before parading these figures and

those of the defunct wildcat Tacoma in the company of legitimate enterprises the editor of Black & White should critically examine the statements of such companies as the State. Meantime his "tables of standing of insurance companies" are untrustworthy and therefore useless.

Incendiary Merchants.

"We venture the assertion that not a single instance can be cited of a man in this country setting fire to his stock of goods, burning it up, and actually boasting that he had unloaded on the insurance companies."—Insurance.

This is an exhibition of "laxity of mouth." There are few special agents who do not know of incendiary merchants or saloon-keepers who have "unloaded on the insurance companies" and have subsequently boasted of "beating" the companies. At least two of the largest mercantile firms of San Francisco are known to have boasted of beating the companies out of thousands of dollars by presenting exaggerated damage claims. Why shouldn't they brag? The broker, who works for a commission, will place their insurance in good companies. He doesn't care if they do cheat the companies. The following from the Insurance Magazine we endorse:

"We know personally several men who are generally believed to be incendiaries; we share in that general belief; these men have had several fires; the companies paid the losses; the incendiaries again started in business; the companies again sold them insurance. Local agents, we think, shared in the general belief. Incendiaries who can get insurance in good companies and who are patronized by the public when they resume business, after the fire, have not lost caste."

Seattle Fire Department.

Seattle fire losses during 1893 were \$84,011 in amount. The fire department responded to 197 alarms, an increase of 27. The fire loss in 1892 was \$411,152. Among the causes of fires were gasoline stoves, 5; lamp explosions, 11; overturned lamp, 9; incendiary, 11; defective fire places, 4; crossed wires, 2; sparks from arc light, 1; sparks, 12. These figures seem to prove that there are numerous professional firebugs in Seattle, or else that embarrassed merchants have been trying to sell out to the insurance companies, since eleven fires are known to have been of incendiary origin, and of the thirty-nine "unknown" several may have been incendiary. The record of eleven lamp explosions indicates the use of inferior coal-oil in Seattle. Do the authorities require a 110 degrees flash test? The building or-

dinances, too, do not seem to be enforced, for the fire department figures show thirteen fires from defective flues, and four from defective fire places. Nineteen hydrants were placed during the year; more are promised for the business section. One steamer, one hose wagon and 2,000 feet of hose have been added to the equipment of the department. The immediate purchase of 5,000 more feet of hose is recommended.

Ten Years Ago.—The Dwight suicide case was revived, and finally disposed of. Dwight, a bankrupt banker in Binghamton, N. Y., assumed the payment of \$8,000 premiums yearly, and soon thereafter was found dead. The life insurance companies' representatives found a black streak around Dwight's neck. Two or three companies paid, the others resisted or compromised. Altogether, this bankrupt had \$250,000 on his life.—Insurance Commissioner Spooner of Wisconsin wrote to President Harper of the Mutual Reserve Fund, "Your concern is a fraud."—The Connecticut Fire moved into its handsome new home-office building in Hartford.—The California Life & Accident Association organized. It soon died.—The Coast Review published an exposure of Harry Prindle.—The Coast Review fire loss reports required less than two pages and the total was less than \$75,000. The Coast has grown.—The Oakland Home purchased its fine new home-office building.—This for members of fire mutuals: The supreme court of Michigan, in *Russell v. Berry*, decided that the liability of a member cannot be limited by the articles of association, nor by the premium, nor by an agreed limitation of assessments.—The Pacific Insurance Union was organized.—Governor Ben Butler and Commissioner Tarbox of Massachusetts began a politicians' crusade against several insurance companies, among them the Union Mutual Life of Maine. The company withdrew from the state and submitted to an impartial examination. Five insurance departments endorsed the company, which soon was re-admitted to the Bay State. Gen. Butler, Commissioner Tarbox and President DeWitt have since joined the majority.

The American Tyler, a Masonic paper, contains the advertisements of the following so-called Masonic insurance associations: Preferred Masonic Mutual Accident, Detroit; Knights Templar and Masons Life Indemnity, Chicago; U. S. Masonic Benevolent, Council Bluffs; Northwestern Masonic Aid, Chicago. So far as we know, not one of these associa-

tions limits its membership to Masons, and the word "Masonic" is therefore wrongfully appropriated; and only one of the associations is deserving of any confidence in its ability to discharge its obligations for even a few years.

Insurance Rate Discrimination in Favor of Towns with Paid Fire Departments.

AN ADDRESS BY CHIEF DEASY OF VICTORIA, B. C., AT THE SECOND ANNUAL MEETING OF THE PACIFIC COAST ASSOCIATION OF FIRE CHIEFS, HELD IN SAN FRANCISCO, FEBRUARY 6, 1894.—PAID VERSUS VOLUNTEER FIRE DEPARTMENT.

To the president, officers, and members of the Pacific Coast Association of Fire Chiefs—Gentlemen: The topic assigned me by your executive committee, viz: "The importance of insurance companies' discriminating in favor of lower rates of insurance in all cities (large and small) having paid fire departments," is a subject of great interest alike to the insurance companies and inhabitants of the Pacific Coast. Wooden structures prevail in all cities of our jurisdiction, and without proper protection, destructive fires occur. During the days of our good old volunteer fire departments, city after city, and town after town, disappeared in smoke. Seattle, the queen city on Puget Sound, vanished in a day. Vancouver, the phenomenal city of British Columbia, was wiped off the face of the earth in a few hours. Spokane, Ellensburg, Kamloops, and numerous other places, were swept out of existence in spite of the efforts of volunteer fire departments. Like magic cities sprang into existence in a short time to replace the burned districts, and a new order of things was inaugurated. Trained men with modern appliances took the places of volunteer firemen with the old fashioned apparatus. Electric fire alarms were substituted for cracked tower bells. Horses and swinging harness were installed to aid in saving time, the great object whenever fire is in progress. It is almost unnecessary to say the change resulted in a complete triumph for the paid fire department, and afforded better security to the lives and property of the citizens. The loss by fire decreased wherever a paid fire department existed. In proof of the last statement I quote from the records of the city I have the honor to represent.

During 1886, under the volunteer system, the loss by fire in Victoria, British Columbia, amounted to \$126,000. During 1887, under the paid system, the loss was reduced to \$42,000, a

saving of \$84,000. From 1887 to 1894 the average yearly loss amounted to \$17,000.

PAID FIRE DEPARTMENTS.

Wherever a healthy, well paid fire department exists, the city is hopeful and insurance companies do a good business. It is the same with communities as with individuals. A man is culpably negligent if he neglects to provide his family with food and lay aside a sum in case of distress. A city is more than careless that fails to furnish adequate protection against fire, and cannot see the advantage of providing against disaster by insuring perishable property. If experience shows hazards in cities with volunteer fire departments to be very great, so great that they are at all times liable to the danger of a conflagration, it also proves that rates should be reduced in cities with well disciplined and paid firemen.

VOLUNTEER FIRE DEPARTMENTS.

In whatever manner volunteer department may be regulated or equipped they must always be inferior to paid departments. Firemen who are drilled once a week, or once a month, can never be so expert as those who are drilled every day. The men who are bound to obey their officers once a week or once a month, and who at all other times are at liberty to manage their own affairs their own way, without being in any respect accountable, can never have the same disposition to obey as those whose whole time and conduct are continually directed. Regularity, order, and obedience, are qualities of material importance in fire departments. What the volunteer firemen may be in private life is outside the question. Frequent fires sufficiently demonstrate the manifest superiority of the trained firemen, and prove lack of discipline in all cities under the volunteer system.

SMALL CITIES.

Many persons argue that small cities and towns cannot afford the expense connected with a paid fire department. A city must indeed be in very straightened circumstances, and cannot be alive to its interests, when using such an argument. New Westminster, a city in this jurisdiction, with less than 8,000 inhabitants, has a paid department consisting of ten men. During the last year of the volunteer department the loss by fire in New Westminster amounted to over \$100,000. In 1893, with ten full paid firemen, the loss by fire was \$25,000.

With regard to rates of insurance on the American side, I know very little. In British Columbia insurance companies are alive to the importance of paid fire departments. Rates in Victoria are very low, despite the fact that the thirty-three companies doing business are taxed \$300 annually. Certainly the insured pays this tax, indirectly, and still our city cannot complain at the rates charged.

INSURANCE.

It is a well understood fact that insurance is not a philanthropy, and without insurance commercial enterprise would be crippled. The question, uppermost is not, "What shall we insure?" but, "How much is it worth to carry the risk?" Rates are based on the laws of average, taking the sum total of losses occurring within a certain term of years. It would be manifestly unfair for a good, well protected city to pay losses occasioned by fires in poorly equipped cities. Locking the stable door after the steed is stolen, is like unto organizing a paid fire department after a city burns to the ground.

SAN FRANCISCO.

Even in this progressive city, no blame can be attached to the insurance companies if rates are high. The fire department is behind the times, notwithstanding every effort on the part of Chief Sullivan to open the eyes of citizens to the necessity of a full paid system. People cannot realize that fire is so inevitable a danger in a city of any magnitude. They make no objection to increased rates of insurance; but they object to increased taxation imposed for the purpose of affording protection from loss by fire.

Among the reasons, therefore, why insurance companies should discriminate in favor of cities with paid fire departments, are the following:

REASONS FOR DISCRIMINATION.

Trained men with horses and every appliance for fighting fire are at all times ready to answer the electric alarm;

Discipline is enforced and fires are suppressed by men who have made this a profession;

Approved protection is afforded by the construction of water works, and the purchase of modern apparatus;

Heads of fire departments, and municipal authorities, are constantly devising means for the prevention and suppression of fires;

Incendiarism, the bane of insurance companies, and the cause of the majority of fires, is

usually frustrated by the prompt work of the paid firemen;

All suggestions to increase the efficiency of fire departments receive prompt consideration; and, finally,

The loss by fire on the Pacific Coast is decreasing wherever a paid fire department exists.

INJUSTICE TO LARGE CITIES.

Large cities remain as equalizers and suffer to a great extent through the shortcomings of the authorities in small places. It can scarcely be laid at the door of insurance companies that rates are exorbitant in many of our cities. We assemble to exchange ideas, and it is of paramount importance to know the reasons why rates on this Coast are considered fair by insurance men. They contend that our two large cities, San Francisco and Portland, are, under the call system, insufficiently protected. Seattle and Spokane have full paid fire departments, but many years will pass away before premiums will cover the losses sustained by insurance companies in the two last mentioned cities. They argue that every city fire department is stunted by those in charge of municipal affairs and point to our yearly reports as convincing proof of their argument. Politics invade fire departments, causing dissension and changes, oftentimes detrimental to the good government of the firemen. Fire insurance companies, they justly contend, are organized to give security to the wealth of private individuals. By dividing among many that which would ruin an individual, insurance falls light and easy on the whole society. The fire insurance companies employ their capital in a way whereby they receive the greatest returns. Their plans and projects tend always to render the annual revenue as great as possible, and competition is a factor in keeping rates at a proper standard. Insurance agents are, as a rule, thorough business men, and realize the importance of paid fire departments. Inspectors from the head office are constantly visiting our fire halls, studying our methods for extinguishing fires, and if our cities are unprepared for an emergency they realize it better than we can tell them.

In giving both sides of the question, I trust our city authorities will realize that well regulated full paid fire departments will cause a reduction of rates of insurance.

The loss by fire is increasing annually on the Pacific Coast. An ounce of prevention is far better than a pound of cure. Paid fire departments were brought into existence as a safeguard against disaster. Their efficiency has

been shown time and again, and it now remains for our superiors to prove whether, like Nero, they sit idly by and fiddle, while our cities burn, or will they reduce losses by placing in our hands the wherewithal to prevent and suppress fire, thereby reducing the modern ash heap, and as a natural result lowering rates of insurance.

A German physician, now in Washington, left Dakota because it was cold, and wants the agency of five or six fire offices. He says that in Dakota he insured every one of his patients—against loss by fire of course. The medicine man has a strong pull. If the patient doesn't insure with him, so much the worse for the patient.

Rank of Companies in Coast Premiums.

\$500,000 COAST PREMIUMS.

1. Fireman's Fund \$562,833

\$400,000 COAST PREMIUMS.

2. London and Lancashire \$444,031
3. Liverpool & London & Globe 426,132

\$300,000 COAST PREMIUMS.

4. Home and Phoenix (jointly) \$380,646
5. Palatine 378,426
6. Commercial Union 350,681
7. Phenix, Brooklyn 331,893
8. Hartford Fire 331,674

\$200,000 COAST PREMIUMS.

9. Home Mutual \$298,191
10. Aina 284,162
11. North British 258,543
12. German American 248,470
13. Scottish Union 240,580
14. National, Hartford 221,656
15. Manchester 219,724
16. Alliance 208,798
17. New Zealand 201,572
18. Continental 201,060

\$100,000 COAST PREMIUMS.

19. London and Northern (jointly) \$196,297
20. Phoenix, London 194,394
21. Hamburg-Bremen 168,816
22. Imperial 167,107
23. Sun, S. F. 166,696
24. Caledonian 163,723
25. Royal 163,660
26. Oakland Home 160,558
27. Royal Exchange 158,557
28. Lion 155,052
29. Prussian National 151,276
30. Insurance Company of North America 148,821
31. Transatlantic 146,903
32. Lancashire 135,910
33. Norwich Union 135,636
34. Connecticut 128,034

35. Queen 127,343
36. American, Philadelphia 126,007
37. Westchester 125,325
38. Union, London 120,540
39. Guardian 118,697
40. N. Y. Underwriters 117,021
41. Sun, Eng 110,065
42. North German 106,774
43. Northwestern, Portland 104,520
44. Helvetia Swiss 100,165

OVER \$50,000 AND UNDER \$100,000 COAST PREMIUMS.

45. Niagara \$98,158
46. Hamburg-Magdeburg 93,517
47. Fire Association 91,939
48. American Central 90,569
49. Springfield 88,159
50. Patriotic 88,023
51. National 85,615
52. Atlas 84,675
53. Orient 84,052
54. Pennsylvania 81,638
55. Western 72,184
56. American, N. Y. 69,018
57. American, Newark 63,129
58. Franklin 62,283
59. Delaware 55,234
60. Providence-Washington 50,396

UNDER \$50,000 AND OVER \$25,000 COAST PREMIUMS.

61. Rhode Island Underwriters (jointly) \$49,863
62. Aachen & Munich 47,990
63. Manufacturers & Builders 46,552
64. American, Mass 41,828
65. Mutual 41,728
66. Agricultural 40,528
67. Merchants, N. J. 39,381
68. British America 34,815
69. Svea 34,326
70. Granite State 32,421
71. Traders 31,652
72. St. Paul 31,400
73. Northwestern National 30,891
74. Greenwich 27,553
75. Reading 27,083

UNDER \$25,000 COAST PREMIUMS.

76. Ins. Co. State of Penn \$25,191
77. Magdeburg 25,051
78. Columbian 24,967
79. Rochester German 23,945
80. United Firemens 21,319
81. Williamsburg City 20,753
82. United States 20,048
83. Teutonia 18,380
84. Baloise 18,128
85. Southern 17,843
86. Broadway 16,439
87. Glens Falls 15,294
88. Girard 15,056

UNDER \$15,000 COAST PREMIUMS.

89. Boylston \$11,602
90. Germania 11,500
91. Pacific 7,688
92. Farragut 7,444
93. Union, Pa. 7,272

| | |
|----------------------|-------|
| 94. Firemen's, N. J. | 4,783 |
| 95. Spring Garden | 3,149 |
| 96. Firemen's, Md. | 2,635 |

NOTE. — Altogether, 100 companies, including the combinations. Of these hundred, six have withdrawn, to-wit: Citizens (N. Y.), Firemen's (Md.), Granite State, Reading, Rochester-German Southern. Other companies withdrawn are: Allemania, German (Pa.), Peoples (failed), New Hampshire, State Investment (failed), Denver (retired). There are now eleven fewer companies in this field than there were a year ago.

Anent the Texas Club Decision.

Insurance Commissioner Hollingsworth of Texas has the reputation among underwriters of being a level-headed and just man, who appreciates the difficulties of fire underwriting in his state. In a letter to the officer of a company doing business in Texas Mr. Hollingsworth writes very sensibly of the recent decision of the supreme court of that state (printed in the January Coast Review), in the case of the Queen Insurance Company. The court ruled that insurance is not a business in which the public has any direct right, and that insurance companies have as much right to combine to regulate charges as laborers or mechanics have. It is hoped that this important decision may be felt in other states. Mr. Hollingsworth writes:

I am inclined to think that the hope of the fire insurance business rests in a measure in the hands of the judiciary. The best brains of the insurance fraternity have been exhausted in trying to remedy the evils, and appeals have been made to the people with no encouraging results, but from this decision I think you may take courage. The average citizen seems to be more ignorant of the fire insurance business than any other with which he has to deal or which should engage his attention, and instead of studying his own interests which are identical with that of the companies' he has been encouraging the juries of the land to decide against insurance companies, regardless of right and justice, but if the judiciary, prompted by an honest sense of fairness and justice, will point out to the juries their duty, and even step aside to point out wherein their duty lies, then the business may be improved, rates reduced and better returns secured. The people of this state complained last year that the rates were being raised, and to the complaints I replied that the companies were losing money and they

either had to raise the rates or quit the state. I hope the time will soon come when the rates can be lowered. My information is the companies prefer to do business at a lower rate, that there is more money in it especially with improved and settled conditions.

Accident Items.

The Union Casualty Company of St. Louis has taken over the accident business of the Coupon Company of New York.

It turns out that Chief Moriarty, of Los Angeles, was insured, after all, and when he lost his leg the Travelers lost \$1,000. Well, then, it was some other company that was the gainer by the chief's dilatoriness. We are bound that his case shall point the moral: renew your accident policy.

The New York insurance department's examination of the United States Mutual Accident Association resulted in a report of financial solvency. Some of the methods of the former management are condemned. A modification of the objectionable contract with the investment company has been made. Mr. Pitcher's contract, as The Coast Review pointed out several years ago, was too liberal. We gave particulars of this contract, and Mr. Pitcher's profits, but the insurance press, including the Chronicle of New York, took no notice of the matter.

Charles B. Peet, president of the United States Mutual Accident Association, has sent out the following notice: "To the members of the United States Mutual Accident Association: On account of the condition of his health, and the demands made upon his time and strength, by other business interests, James R. Pitcher has resigned his office in this association, to take effect February 20, 1894. Founded sixteen years ago, the association has grown to a size and strength equaled by no other organization of its kind in the world. It is now too large and strong to be dependent upon the life and exertions of any individual for continued growth and success, but the management remains in the hands of those who in co-operation with Mr. Pitcher have made the association what it is. The directors have chosen to fill the position of secretary, Wm. B. Smith, for sixteen years counsel of the association. The new secretary does not come to the place untried, but succeeds to a position for which he has already proved his fitness."

The Anchor wildcat of Roby, Ind. (Chicago), has fizzled.

The Life Agent's Contract.

In the case of *Stier v. Imperial Life Ins. Co.* the federal circuit court for western Missouri (58 F. R. 843) held:

The contract right of an insurance agent to commissions on renewal policies does not make his agency an agency coupled with an interest, so as to prevent the company from terminating it at will. *Newcomb v. Insurance Co.*, 51 Fed. 725, distinguished.

A provision that an agency may be terminated on certain specified grounds does not imply an agreement that it shall exist indefinitely, so long as the agent commits none of the specified delicts. *Sewing Mac. Co. v. Ewing*, 12 S. C. 94. 141 U. S. 627, applied.

In a contract creating a life insurance agency, a provision which contemplates the taking of insurance according to several distinct classes of policies is not violated by the act of the company in pushing its business in one class to the neglect of another, although the latter is more profitable to the agent.

Appraisals.

Referring to a circular letter sent to its special agents and adjusters by the Continental Ins. Co., (printed in our February issue) a prominent general agent in the East wrote concerning a recent settlement of a loss in his jurisdiction as follows:

I am able to report to-day that the appraisers appointed on the above loss awarded "no damage," and claim for loss can be marked off. This, I think, is an exemplification of President Moore's letter of a few weeks ago on the value of competent appraisals and no jump settlements. At the meeting on this loss the assured claimed 15 per cent. damage on \$8,000 stock in 3rd and 4th floors, though he very frankly stated that he had no experience with smoke on tobacco, would not swear to above loss, but felt he had some commercial damage, and was willing to have appraisal by competent men. Several of the local adjusters proposed to offer \$250 to settle loss, but I did not believe there was any loss and stated that our company would not be a party to any such offer, and would have an appraisal if we had to have it alone. An appraisal was had with the above result, and though we may have our proportion of a good bill for appraiser, for we had a very competent man, I would prefer that proportion of legitimate expense to a proportion of a loss which was no loss.

Tabor's Three Systems, \$2.50 at this office.

Adjustment of Partial Losses.

FROM A PAPER BY R. W. OSBORN, READ AT THE EIGHTEENTH ANNUAL MEETING OF THE FIRE UNDERWRITERS' ASSOCIATION OF THE PACIFIC, FEBRUARY 20, 1894.

The methods in vogue are a travesty of the real meaning of adjustment. Inexperienced men are sent to "adjust" a loss, and they have only a slight conception of the contract they are called upon to interpret. The character of the property damaged or destroyed is unknown to them, and the first act is apt to be a waiver or a settlement "for the companies' interest." If they be not wholly unacquainted with the necessary steps to take, the adjustment is attended by a secluded ignorance, which may be a tribute to the value of a generous impulse.

Our contract means "indemnity," yet how few adjusters, and especially those belonging to the company, carry the question to a literal fulfillment of its meaning? If the loss actually reach \$500, the assured will manage to squeeze another \$50 or \$100 out of the company and it is allowed. This is prodigality or possibly charity, but not indemnity. What distinguishes the modern adjustment from charity is that the recipient has paid a pittance for the gift. Now we appear to be constantly attuning ourselves to this condition, and extenuate for it on the plea of expediency. Yet necessity is manifesting itself as a greater law. Arguments against this plea of necessity avail nothing by invoking expediency, for the expedient is but little removed from an abuse subsidized by a habit of slow but steady growth. In fact this is an age of translation; free to be sure, but we translate 2 into 4 with equal facility of the trickster who puts an egg into the hat and produces a bird.

LOCAL AGENTS AS ADJUSTERS.

The practice of submitting the adjustment of losses to local agents is another mistake, and is wanting in every element of consistency or reason. Adjustment is in itself an art, a system of adjudicating differences between the contractors, and should not be hindered or embarrassed by the environments of local interests, strife or influence. The man who has solicited the assured and possibly exhausted every argument to win his client, is not the man to sit in judgment at a time when the contingency insured against has happened. It is surely an indelicate position for the agent to be at issue with the assured, and especially so if the differences are attributable to mutual

misunderstanding. It is sure that the said agent must fail to properly "adjust," whereby the company is not injured and the assured not wronged. But is it not true that every time the agent settles a claim, the assured is the gainer? With few exceptions, and some which are notable, such settlements cost the company from 10 per cent to 50 per cent more.

While in a town of the southern part of the state recently, my attention was called by an agent to a loss that he had adjusted, and for which, he states, his company paid \$106.40. The claim in question arose in a store where some fancy worsted shawls were hung over or near a lamp. While the clerk was at dinner the lamp smoked and the soot damaged a number of articles within range. When questioned as to his answer for cause of loss as stated in the proof, he replied "smoke damage." He says the proof was passed without inquiry, and did not know until that moment but what the policy covered just such a case.

WHAT "GENERAL MERCHANDISE" COVERED.

In another instance the agent advised his company that the general merchandise store in his town had had a small damage; that he did not think it would exceed \$200, and wished instructions. The manager considered it unnecessary to send an adjuster, as it would take a day to adjust the loss, besides the expenses, and instructed the local to take proofs and to draw on him for the amount. This was done, the loss claim being for \$225. The policy covered "on his stock of general merchandise." Further developments revealed the fact that the actual loss to the stock was \$95, the remainder being for "fixtures," not insured; also the assured's overcoat and a coat belonging to his clerk. Had this trip been made by an experienced adjuster, the actual loss would have been \$95. Plus the per diem and expenses, \$31.50 additional, or a total of \$126.50. Here would have been a saving to the company of \$98.50, in addition to which would have been the education of the agent, which was worth infinitely more.

A local agent in a large town recently reported to us a loss on contents of a dwelling. The loss was from exposure fire, and the "estimated damage" \$175. I happened to be in town that day and went out to look after it. The local accompanied me, and together we went through the damage. He did not consider *his* estimate excessive, although it might be liberal. We settled, to the assured's entire satisfaction, for \$67.50.

[A prominent adjuster tells me of a case that he closed for \$400, where the local agent had taken proofs for \$1,050. The loss net was \$300, but the assured threatened suit, and the adjuster compromised for \$400.

TOO LIBERAL WITH THE COMPANY'S MONEY.

The following interesting case will show how much more liberal a local agent will be with the company's money than his own. A western manager tells the story that a few years ago his company had a small loss in a Missouri town. The state agent was notified by the local of the damage. The policy covered on the dwelling of a banker of that town, and who was one of the agent's best customers. He requested the state agent to come at once and adjust the loss for him. The adjuster arrived, was met at the train by the local, and driven to the fire. He cast his eye over the damage and made notation of what he considered to be a fair figure, and submitted it to the local, who insisted that it was entirely too low, and that the banker would not accept such figure under any circumstances. He finally got the adjuster to raise the claim to what he believed to be fair and equitable, and they agreed upon this as the amount of damage. The state agent then proceeded to the office of the local to make up his proofs, and was astonished to find that the policy in his company had expired some forty days previous and not renewed in his or any other company. He immediately advised the agent that under the circumstances his company was not liable. He demonstrated that if the banker got any money at all for this loss, he, the agent, would have to pay it out of his own pocket, inasmuch as the banker had instructed him to keep the property insured, and he had agreed to do so. When this dawned upon the local he saw the position in which he was placed, and entreated the adjuster to make up the proofs in the proper manner, just as though the policy had been issued. If it leaked out that he had not attended to the interests of his client he would lose his entire influence and much business in consequence. "But," responded the local, "if I must pay this loss out of my own pocket, I will see that he does not get a cent more than is owing him, and when we come to think it over, these figures are entirely too liberal, and I think that one-half of the amount would be more equitable and satisfactory." The loss was reduced 50 per cent, and both the local and the banker evinced satisfaction.

I do not mean to say that a claim should never be settled by a local agent. There are

times when it may be necessary, but under such circumstances, however small the claim, the proof should be sworn to. A man may many times coach his conscience and accept an excessive amount, and sign a proof for it, but he might hesitate to take oath that the claim was a true and correct one. In this we prevent, in a measure, excessive claims. But you must not forget that the agent is bound to be influenced by those conditions that serve him. His clientage is his support; therefore, in the natural condition of things, his estimate must be taken *cum grano salis*. It is an inherent trait of human nature to exaggerate a claim for loss, and it is an anomalous failing of man to imagine his loss, his afflictions the greater, because they are his. Recently a local agent wrote a manager regarding a claim which he made arising from fire about as follows:

They had been drying a two weeks' wash in the basement of the dwelling, and while his family was dining, smelt smoke. He immediately went into the basement and found that the smoke was so dense they could not get around very well, but discovered the fire and put it out with an ordinary garden hose. The agent stated in the letter that he did not think the damage would be great, although some of the property was burned. The manager sent him a proof of loss with a request to adjust himself and submit itemized statement, which he did a few weeks afterwards, making a claim of \$280. Among the many items were 40 pillow slips, 14 dozen napkins, 10 shirts, 10 table cloths, 20 sheets and 20 dish towels. The claim was afterwards "adjusted" and settled for \$100.

I remember not many years ago of a loss on a certain fancy goods store. A claim was made for \$26,000, smoke damage. The adjuster visited the scene; thought if he paid the sum of \$250 it would be just about that much gain to the assured, for in his opinion the smoke damage, which was the basis of the claim, amounted to very little. To fortify his own opinion he called in an expert, who pronounced a judgment of absolutely "no damage whatever." The controversy continued between the companies and the assured for some time, when finally a compromised offer was made of \$2,500 and accepted. The assured, when questioned as to his excessive claim of \$26,000, referred to a loss settled in this city some time previous, wherein it was estimated that about \$30,000 over and above the actual loss had been paid. He did not consider that his claim, in view of that adjustment, was excessive.

Business for All.

The habit must be acquired of regarding every one in the light of a possible insurer and of allowing no case to slip for the want of trying to secure it, bearing in mind that circumstances alter with years, and those who a short time since had no need for insurance may now have need of it, that those who were prejudiced against it may now see their folly. The youth of five years ago has become a man, the man who insured some years back for a small amount may now be in a position to increase his insurance. There are always, in ever-changing circumstances, men who are eligible as insurers; births, deaths, marriages, are all recognized as opportunities by the reflective mind. Neither the insurable population nor property are insured for anything near an adequate amount. There is plenty of business to be had, and the qualifications to get it are a little common sense, a fair share of energy and determination, and an enthusiasm which gives the work a zest and which makes it easy.—Insurance Agent.

According to a trade journal a Dane writes to a Copenhagen paper as follows, from Washington: "The great insurance companies to a large extent control the business and make the people pay well. A countryman on Puget Sound said he had to pay 2 to 7 per cent. of the sum of insurance on brick and 6 to 11 per cent. on wooden buildings. When asked why he stood it he shrugged his shoulders and said it was hard, but they had to go to Eastern creditors who sold them to the insurance companies with whom they combine. They first take from 10 to 12 per cent. on the mortgage and afterward 2 to 11 per cent. on the insurance value." This is a fair sample of the foolish stuff written by foreigners to friends and to home papers.

Out of seventy-two death claims paid by the Mutual Life for week ending January 20 no fewer than seven were on the lives of insurance men. Among the deceased were Thomas S. Beach, Spokane, Wash., \$1,558—premium paid \$529; Chas. H. Wilson, Los Angeles, \$1,108—premium paid \$747. The total claims paid for the week was \$293,221; total premiums paid by the deceased, \$105,519; return over cost, \$187,702. Moral: life insurance pays.

The Otey Manual.

Chas. E. Liebold, Manitou Springs, Col.: The manual is a great help.

John B. Lillie, Lodi, Cal.: It is a great help.

California Safe Deposit and Trust Company.

This long-established San Francisco enterprise presents a statement which will interest underwriters and other business men. The total resources on January 1, 1894, were \$2,230,677. Of this sum, \$800,000 is in real estate, \$342,061 in loans on real estate, \$153,058 cash on hand, \$57,294 cash in other banks, and the remainder is invested in loans on stocks, bonds, etc. The cash capital is \$1,000,000. The net surplus is \$82,677.

The officers of the California Safe Deposit & Trust Co. are well known citizens, to-wit: J. D. Fry, president; Henry Williams, vice-president; J. Dalzell Brown, secretary and treasurer. The directors are equally well known business men.

The company is authorized by law to act as executor, administrator, guardian, assignee, receiver or trustee. It is a legal depository for court and trust funds. The company is prepared to take entire charge of real and personal estates, and is itself the best of securities.

Every reader who has been in San Francisco remembers this company's fine safe-deposit and banking building on the corner of California and Montgomery streets, where the massive steel vaults are visible from the street. There are shining railings and big cross-bars, and fire and burglar proof vaults behind; and in front are uniformed guards, on watch day and night; and coat-of-mail helmeted figures typifying strength and fidelity.

Out-of-town readers, as well as those in town, are reminded that valuables of all kinds—bank-books, wills, deeds, jewelry, coin, greenbacks, certificates, etc., can be stored in this trust company's vaults at low rates and in perfect safety.

The first chart to make its appearance is the Spectator's Fire Insurance Pocket Index. Also gives miscellaneous companies' figures. Price 25 cents. Foot notes give marine figures of fire-marine companies. This is a good feature.

The Insurance Herald elaborately defended the Columbian Fire February 22. On the 28th the company made an assignment.

What the Times Demand.

FROM A PAPER BY LOUIS WEINMANN, READ AT THE EIGHTEENTH ANNUAL MEETING OF THE FIRE UNDERWRITERS' ASSOCIATION OF THE PACIFIC, FEBRUARY 21, 1894.

As we review with dread the appalling fire waste of 1893, combined with an alarming shrinkage in securities, and in many instances an unusual decrease in surplus, it does not require a very discerning mind to perceive that the emergencies of the times demand that more thought be given to the science of underwriting. Active competition, the desire on the part of the home offices to have sole representation, the greed for business by fair means or otherwise, often to the total exclusion of honor, the vital part of our profession and the foundation on which it stands, the disregard and ignorance of the elemental doctrines of insurance and the many fallacies that have broken into our ranks, the abuse of which challenge the attention of all, are the direct causes for the present condition of affairs.

Admitting that in some instances expediences may be invoked for ultimate good, their continued use is not only flagrant violation of rules, customs and principles of underwriting, but is also detrimental to all who use them. Valuable and indispensable as fire insurance has become to the civilized world, and surprising as regards its growth and success, yet unless the warnings of the times are heeded, disaster and failure will be of common occurrence.

INCREASING EXPENSES AND LOSSES.

The great and seemingly extravagant expenses of conducting our business and the excessive and increasing loss ratio should attract the minds of those who have the management and a unity of action secured. There has been a time when the influence of an individual company was acknowledged, but now the insurance business has grown to such vast proportions that individuality is lost sight of. This altered condition which confronts us involves a radical change in the methods which we should pursue. The time is ripe in extending the scope of combined organization, in studying the question of a wiser economy in expenditure and a reduction of fire waste.

If we will not adopt some feasible plan for our mutual protection, but continue to act as in the past, our burdens will be increased, for besides the evils we now have, public opinion will cause unjust legislative enactments, re-

sulting only in our injury. An earnest effort should be made to unite in the organization all companies under the jurisdiction of the Pacific Insurance Union, and then, acting with a unity of purpose, seek to strengthen each other by working along the same line of support. Before a perfect organization can be accomplished, the management of the various companies should give positive evidence of broader good faith and higher integrity, coupled with a determination to pursue that course which insures the most complete harmony of plan and action.

MATTERS MAY GROW WORSE.

When you stop to consider the tendency of the day in changing our profession from a science to a mere barter and trade proposition, I hope you will concur with me in the justification of these remarks. Unless the organization can be affected as a remedial agent and applied to correct the thoughtless methods used in obtaining business, matters will grow from worse to worse, provoking a war of extermination among companies and resulting in the survival of the fittest. I say thoughtless methods, as no one will attempt to deny the fact that selfishness and greed for premium income have become so fearfully predominant that the mind of the average underwriter has been concentrated in securing a large number of risks, almost to the total exclusion of quality or desirability and utter disregard of insurance rules and etiquette. To gain this end policies have been liberalized to such an extent by removal of portions of the written contract, or by concessions made by endorsements or riders that many safeguards have been broken down, thus encouraging incendiarism and paving the way for the assured to make unjust claims.

Every deviation from the principles of underwriting adds to the expense, and therefore decreases the profits, which are the support of the business.

CLASSIFICATION.

That which is of primary importance, the rock upon which we stand, is honor, truth and fair dealing. Without these as a foundation our efforts will be naught. Granting that all agree as to this statement, we proceed. The classification of risks should be an important factor for careful thought, for if conscientiously carried out, adequate rates will be established and loss ratios reduced. A uniform method of classification should be adopted, thus enabling each company to profit by the experience of all. A standard form of policy

would place all on an equality and simplify matters in adjustment of losses. (If not attached to all policies, the three-quarter clause should be made a part of every policy, permitting other concurrent insurance.) All just claims should be paid, notwithstanding that a company could resist settlement on technical grounds. The refusal to consider such claims, although temporarily beneficial, ultimately cause attacks by newspapers, distrust of the general public and adverse legislation. It is to be regretted that the special agent, on whom the success of the company he represents depends largely, has been turned aside from his true vocation and has become no more than a salaried solicitor. This has been brought about through ignorance of the requirements of the special and a misconception of the methods to be followed in securing risks.

THE SPECIAL AGENT.

The times demand that the special be better fitted for his duties. Counsel him to study the profession he represents. Impart to him all the instruction in your power as to how adjustments are made, and refer him to books and capable authorities for further information, especially as to legal decisions, also defects in the construction of buildings. Numerous fires are caused by defective flues and electric wiring so common at the present day, especially in houses built by contract or on the installment plan. The mortgage clause, in fact all clauses, attached to our policies should be written so that we make no waiver of the printed part of our contract with the assured.

All risks should be carefully inspected, but when not practicable, a rigid examination of the application or daily report, its physical hazard, its points of danger, the adjustment of insurance to value, and the financial standing of the assured is necessary.

Los Angeles Mutual Life & Accident Insurance Company.

This is the name of a new hat-passer which has no "stockholders to consume its profits or dictate its management." Oh, rodents! Ex-mayor J. R. Toberman is figure-head president, but the real presiding spirit is F. J. Cressey, formerly from Des Moines, Ia., and identified with various assessment schemes. We have prepared an epitaph, beginning, "Here Lies," which we imagine may as well be written now over the literature of the new scheme.

The Burlington Ins. Co. of Iowa made an assignment February 15.

Necessity of Classification by the Pacific Insurance Union.

FROM A PAPER BY FRANKLIN BANGS, READ AT THE EIGHTEENTH ANNUAL MEETING OF THE FIRE UNDERWRITERS' ASSOCIATION OF THE PACIFIC, FEBRUARY 20, 1891.

In almost all classes of business the seller takes the cost price of his goods as a fixed basis on which to figure his transactions, but the very nature of our business precludes us from obtaining any permanent or reliable data on which to base our rates. At best, our efforts in this direction are unreliable and inferential, and for this reason it is our duty to the companies which we represent, and justice to the public from whom we exact these rates, that every effort in our power be made to so adjust them that each risk shall pay as nearly as possible the rates which its hazard justified, but how to reach this result is a subject that is worthy of far more consideration at the hands of the insurance fraternity on this Coast than it has received.

It seems to me that a careful, systematic and scientific classification of the risks on this Coast is a subject for the Pacific Insurance Union second only in importance to the maintenance of them. Last year there was a committee appointed from this association for the purpose of securing some action from the Pacific Insurance Union towards such a classification within its jurisdiction, but how much it has been able to accomplish I have not yet learned, but sincerely hope the committee will be prepared to make a favorable report at this meeting.

TARIFF RATING.

Two systems of rating are now in force by the Union. First, what is called tariff rating. This system with us was conceived in guess work, nurtured in ignorance, and has developed into an absurdity. There are none who respect it; few who accord it the consideration due to age, or who apologize for its existence. It is obviously inaccurate in its basis, absurd in its deficiency charges, cumbersome in its application and unreliable in its results. Its rates are totally insufficient as applied to some sections, and little short of robbery of the assured as applied to others. It has not the confidence of the companies, and the respect shown it by the agent is in inverse proportion to his understanding of it. While it was based on guess-work thirty years ago, yet I am satisfied no Yankee did the guessing. Little effort has since been made to improve

it or adapt it to the changed conditions which time has developed.

SCHEDULE RATING.

The other system of rating, schedule rating, is worthy of as much praise as the former is of condemnation. Under the Pacific Insurance Union it is being carefully and intelligently developed into what rating should be—a science. While it has still much to accomplish, it has given, so far, more satisfactory results than have ever been attained on the Coast, and it is unfortunate that more attention has not been given to familiarizing the field men and the community with the details of the system, for so long as the assured can be made to feel that his ratings are based on the intelligent application of experiences, even though he has not the faintest understanding of it, he will be far better satisfied than if he feels, as he too often does, that his rating is the arbitrary action of monopoly.

The one great defect in this system is the want of reliable data, based upon actual experience of the companies themselves, upon which to base the "key rate" and "exposure charges," and for this reason a united classification of the business of all the companies on the Coast is indispensable. For how much of our confidence can these schedule rates have when we know that the basis on which they are formed is purely arbitrary? Carefully as they are adjusted and intelligently as developed, they can never have our confidence so long as the basis on which they are established is only a hypothesis, and I cannot help feeling that much time and labor is being wasted on a valuable theory for the want of some practical information, for we know an ounce of experience is worth a pound of theory.

THE COAST BUSINESS.

The annual premiums from this Coast are now about \$12,000,000, and the classification of even one year on so large a sum could not but be very valuable, and while it would not be sufficient information on which to base a tariff, it might furnish information that would upset many of our cherished theories, and if continued for five years it would furnish the best basis for a tariff the insurance companies have ever had, and would assure the permanency of the Pacific Insurance Union by making it indispensable. By being able to annually readjust its rates in any town, or on any class of risks, on such a large experience as this, it would make it undesirable, if not impossible, for any company to exist outside of the Union.

We know that the proposition for the Union to assume this work will be objected to for several reasons. Many companies on this Coast have a classification of their business extending over many years and compiled with great care, and to which they pretend to attach great importance, and yet we feel safe in saying that not one of these companies has sufficient confidence in its results to be governed in any respect by them, unless, perhaps, it is to decline altogether certain special hazards. So long as the Pacific Insurance Union fixes rates, it is impossible for them to be governed by their classification, and in event of suspension of rates, our recent experience has shown us that they would in nowise be governed by them.

WHOLESOME RESTRAINTS.

Others object on the ground that it would be giving men, comparatively new to the business, the benefit of their wide experience; but these gentlemen should remember that in event of dissolution of the Union their danger is not from each other, but from the wild and reckless writing of these same men, who have no experience to guide them, and who sacrifice rates in total ignorance of the limit to which they could afford to go. While they might eventually be driven from the field, yet the business would be left in a deplorable condition, and it would be infinitely better to give them the benefit of an experience which might restrain them. Experience would still give the educated underwriter an advantage, which would make the difference of profit or loss in competing on the same basis.

INDIVIDUAL CLASSIFICATION.

That the classification kept by the different companies on this Coast is of little value in establishing their rates is shown by the wide discrepancies and results of the classifications kept by companies conducting their business on comparatively close lines. I have before me the classification for ten years of two companies doing a very large business in this Compact district, and the results are interesting.

Taking dwellings, for instance, which, owing to their great number and their freedom from conflagration hazard, should show a very close ratio in both companies; but we find that the loss ratio of one company is 40 per cent less than that of the other on this class, and we find the long term risks of one showing a greater profit than its annual business on the same class. With these discrepancies, we

need not be surprised at finding the difference vastly greater in other classes. If the aggregate results of the companies' classifications are so unsatisfactory, how much more so would be its experience as applied to sections?

EARLY EXPERIENCE NO LONGER VALUABLE.

The experience of a company of twenty years is of no more value than its experience for five years. The changed mode of constructing buildings, the increased fire protection, the use of new chemicals in manufacturing, the uncertainty quantity, electricity, the sprinkler system, all have such effect on the rate that the application of the earlier experiences would give a false inference to the later results. Experiences of twenty companies for one year must be evidently more valuable to any one company than its own experience for twenty years.

Averages are only valuable when they are large totals. When taken in small amounts they are worse than useless.

Taking this view of the matter, it seems to us that the subject of classification of business is one pre-eminently for the Pacific Insurance Union. With it we can establish a system of rates throughout the Coast that we can look upon as just to the public and remunerative to ourselves, that will maintain the same average rate, but put its true proportion of the burden not only upon each class of hazards, but upon each section of the Coast. In such an adjustment we may find the true solution of a problem that has so often threatened the life of the Union.

THE COST.

Another objection that would be raised would be the cost, for a classification such as we should have should be under the supervision of a skilled actuary, assisted by a force of competent clerks. Probably one of the chief defects in the classifications kept by individual offices is that the work is done by a junior clerk, and very much as my teacher used to accuse us of committing our lessons—by main strength and stupidity.

The work to be properly done would often mean several classifications of the same risk. The classification of the basis, of the exposure and of the total. While the expense would be considerable, I feel the results would fully justify it, and since the adoption by this Association of the sixty-day rule in the payment of losses has saved in interest a sum that will go a long way towards paying the expenses of the Union, they might now feel like assuming

this expense. But whether they will or not, I feel it is a duty they owe to us, if not to themselves, to give the specials in the field such a schedule as will enable them to tell the agent and the assured definitely what a rate will be under certain contingencies, and it is the duty of the special to so place this rate before the assured that he will respect our rating as a science, not as an arbitrary charge.

Connecticut Mutual Life Insurance Company.

GAINS REPORTED—STRONGER THAN EVER—REDUCED EXPENSE RATIO.

The forty-eighth annual statement of the Connecticut Mutual Life Insurance Company, which the reader may consult elsewhere, presents no evidence of the financial ills which have afflicted the country, and which have visibly affected the annual statements of many insurance companies. The Connecticut Mutual has pursued the tenor of its way like a staunch ship disdaining wind and wave. Seeking only the choicest business, it has maintained its volume of new business with a reduced percentage of expenses to receipts, and in the face of shrinking values generally it has added six hundred thousand dollars to its resources. Its assets are so well invested that the depreciation in values is only nominal.

The principal figures in the annual statement of this great company are as follows:

Assets, January 1, 1894, \$61,363,404; premium receipts in 1893, \$4,623,300; total income in 1893, \$7,776,133; paid policyholders in 1893, \$5,824,015; surplus by state reports (4 per cent), \$7,250,000, a gain of a quarter of a million; ratio of expenses of management to receipts, 9.90 per cent; policies in force December 31, 1893, 65,701, an increase of several hundred.

The record made by the Connecticut Mutual in 1893 is in every respect satisfactory to policyholders. Expenses are low, dividends are good, and a skilled management is shown in the handling of the company's finances; liabilities have been reduced, and the increased surplus augurs well for future dividends. The death claims were less, which indicates

good selection of lives. The lapsed and surrendered policies were only a trifle more than in the preceding year. In view of the hard times this is a surprising statement. The smallness of the increase is a tribute to the management of the company. The policyholders are not merely satisfied, but they make personal sacrifices in these trying times rather than surrender or allow their policies to lapse.

The Connecticut Mutual does a good business on this Coast under the management of District Superintendent James L. Fogg, and general agent F. R. Noyes, assisted by A. K. P. Harmon, Jr.

What Buildings Cost Per Cubic Foot.

The American Architect of February 17 contains an article which will interest fire underwriters and adjusters. The writer says:

"With materials and labor at the same price, two buildings of the same character, although of different sizes, will be found to cost approximately the same per cubic foot; hence the cost of a proposed building may be closely estimated by multiplying its cubic contents by the known cost per cubic foot of a similar structure built in the same locality." The cost of similar buildings in other localities can be estimated according to the difference in cost of labor and material.

The cost per cubic foot of well known buildings in various cities was as follows:

Rookery building, Chicago, eleven stories, iron and steel interior, ten passenger elevators, 32 cents per cubic foot.

Monadnock building, Chicago, sixteen stories, rich marble work, 42½ cents.

Masonic Temple, Chicago, twenty stories, fourteen passenger elevators, rich marble work, 58 cents.

New England Mutual Life Insurance Company's building, Boston, granite, fire proof, 60 cents.

Herald building, New York, 200x140, two stories and attic and damp-proof basement, 46 cents.

Six to ten story office buildings in New York, 30 to 60 cents.

Wainright building, St. Louis, ten stories, 25 cents.

Union Trust building, St. Louis, fourteen stories, 28 cents.

Equitable Life Insurance Company's building, Denver, nine stories, first story marble wainscoted nine feet high, 42 cents.

Ernest & Cranmer building, Denver, eight stories, pressed brick fronts, 17 cents.

Crocker building, San Francisco, ten stories, steel-skeletoned, 63 cents.

Brown-palace hotel, Denver, nine stories, finished in iron and onyx, 30 cents.

Athletic club buildings, about 24 cents.

Libraries, from 36 to 44 cents.

Dwellings, Boston, frame, eight to ten rooms, 11 cents.

Dwellings, Denver, first-class, stone, steam heat, 27 cents.

Brick houses, East, ten rooms, about 15 cents.

Brick cottages, East, one and one-half story, 10 cents.

Bankers Life Association of Des Moines.

This is the original Bankers Life, after which the Los Angeles and St. Paul associations have copied. The latter have copied both name and plan.

Although the Bankers Life of Des Moines is to be classed, for the want of a fitter word, as an assessment company, it has \$1,244,240 assets, without other liabilities than those of the risks which it carries.

So long as there is a demand for insurance of this kind—and when this demand ceases, if it ever does, there will be a level premium company in Des Moines—we should prefer to recommend the Bankers Life, as compared with any of its imitators, or any other of its kind, for that matter.

The Des Moines company is well fixed as regards assets and surplus, and its expense ratio is low. Moreover, it has \$841,900 assets deposited with state authorities for the special protection of members. The death rate per 1,000 (seven) is low for a company fourteen years old. The insurance in force is now \$49,370,000.

The literature of the association used to do it injustice, we thought. It was not quite up in tone with the solidity and character of the annual statement. The management should not lose sight of the

fact that their company is *sui generis*, and it is therefore beyond comparison with either ordinary life or ordinary assessment companies.

The Bankers Life very acceptably meets the demand for simple insurance without investment and without leading features, on its own plan. This demand comes chiefly from a class of men whom the ordinary life investment company can not attract, or whose purses can not pay for more than term insurance, which the ordinary and extraordinary life insurance solicitor disdains to urge upon the attention of the public.

New Life Business in 1893.

The following are the amounts written in 1893 by the several companies named, compared with the amounts written in 1893—corrected to date:

| Companies. | New Business in 1893. | New Business in 1892. |
|------------------------------------|-----------------------|-----------------------|
| Ætna Life | \$ 23,381,374 | \$ 25,471,104 |
| Berkshire Life | 7,299,343 | 8,716,696 |
| Brooklyn Life | 1,295,857 | 1,065,889 |
| Connecticut General | 1,814,616 | 2,106,438 |
| Connecticut Mutual | 10,689,485 | 12,275,024 |
| Equitable Life | 205,280,227 | 200,490,316 |
| Germania Life | 13,017,757 | 12,685,479 |
| Home Life | 13,245,619 | 12,784,403 |
| John Hancock Life | 40,433,110 | 32,759,770 |
| Manhattan Life | 17,840,200 | 14,184,500 |
| Massachusetts Mutual | 19,481,200 | 20,111,450 |
| Metropolitan Life | 156,181,359 | 129,224,517 |
| Michigan Mutual Life | 7,092,065 | 8,319,767 |
| Mutual Benefit | 29,032,764 | 30,623,721 |
| Mutual Life | 212,426,850 | 162,929,748 |
| National of Vermont | 12,519,496 | 15,477,172 |
| Netherland Life | 908,000 | new comer |
| New England Mutual | 9,614,040 | 11,201,136 |
| New York Life | 223,848,992 | 173,605,070 |
| Northwestern Mutual Life | 52,143,471 | 70,743,889 |
| Pacific Mutual | 2,951,839 | 3,376,615 |
| Penn Mutual Life | 23,560,000 | 29,261,258 |
| Phoenix Mutual Life | 8,904,000 | 7,976,246 |
| Provident Life and Trust | 13,980,736 | 15,786,348 |
| Provident Savings Life | 23,669,308 | 19,517,516 |
| Prudential | 134,000,000 | 97,755,621 |
| State Mutual Life | 8,174,391 | 9,672,029 |
| Travelers | 15,243,125 | 22,748,854 |
| Union Central Life | 21,436,335 | 21,341,626 |
| Union Mutual Life | 9,225,278 | 7,826,626 |
| United States Life | 11,240,131 | 14,515,745 |
| Vermont Life | 1,263,152 | 301,500 |
| Washington Life | 8,423,047 | 11,355,553 |

The Fidelity & Casualty will soon erect a home-office building on Cedar street, New York.

Insurable Interest.

FROM A PAPER BY F. H. SWETT, READ AT THE
EIGHTEENTH ANNUAL MEETING OF THE FIRE
UNDERWRITERS' ASSOCIATION OF THE PACIFIC,
FEBRUARY 20, 1894.

I took occasion to ask a very good friend of mine, an honored ex-president of this association, and one who seldom errs in his opinion of men and things, if he did not think a five-minute article sufficiently long for any paper presented for the consideration of the association, to which he replied, "Five minutes is altogether too long for some papers." Not being a mind reader, I was unable to determine just what mental reservations he had made with reference to what I might attempt, and wishing to retain his good opinion, if possible, I concluded to make the paper as short as possible and thus lessen the chances of falling under his ban as well as yours.

STATUTORY INSURABLE INTEREST.

Our Civil Code, Sec. 2,546, defines insurable interest in the following language:

"Every interest in property, or in relation thereto, or liability in respect of, of such a nature that a contemplated peril might damnify the insured, is an insurable interest."

Thus it will be seen that it is not essential that the insured be the actual owner of the property; but such interest may consist either in:—

1. An existing interest.
2. An inchoate interest founded on an existing interest; or
3. An expectancy, coupled with an existing interest in that out of which the expectancy arises.

A great variety of interests under each classification might be given, but a few will have to answer the purpose of this paper.

Under the first may be classed actual title to the property, as fee simple, and the actual ownership of personal property.

Under the second, there may exist an insurable interest in buildings erected on land held under contract to purchase, and on which payments have been made; in buildings on leased land; on leaseholds, etc.

Common carriers have a right to freights earned, and therefore have an interest therein that is the proper subject of and frequently is covered by a contract of insurance. Depositories have the same interest to the extent of storage charges earned; and both common carriers and depositories have an insurable interest in property in their possession to the

extent to which they may be liable to the owners thereof.

Under the third may be classed rents, whether the buildings are upon land owned in fee simple, or held under a lease; expected profits on goods consigned to another for sale, etc.

THE COURTS.

There are many insurable interests recognized by the courts, any one of which we may at any time be called upon to consider; as, that a husband may have an insurable interest in the property of his wife; a wife or husband may have an insurable interest in property in which the fee simple is vested in the other, as when the land was purchased and paid for by the husband, the wife holding the title; a husband in possession of personal property, holding it under a verbal agreement of transfer from his wife, has an insurable interest therein. In fact there is an almost endless list of such interests as may be properly the subject of insurance, but it would serve no good purpose to enumerate them here.

Of course it goes without saying that the character of the interest must be correctly stated, or the contract is avoided by concealment of misrepresentation, as the case may be.

It is here that the necessity for well-informed and intelligent local agents and solicitors becomes apparent, if the way of the adjuster is to be made smooth, and misunderstandings and litigations are to be avoided.

PROBATE RECORDS.

A close scrutiny of the records of probate courts would disclose the fact that there are many executors, administrators, guardians and trustees, who are the legal representatives of valuable interests which are insurable, and which the companies would be only too glad to carry, which have been entirely overlooked, and which could be secured by an intelligent and active local agent, who should be instructed to cultivate so fruitful a field.

The adjuster is frequently placed in a position where it is of the greatest importance to the companies employing him, that he be able to decide promptly and correctly, whether the claimant has an insurable interest. If no such interest existed at the time the policy was issued, or took effect, the contract was void *ab initio*, for such interest must exist when the policy took effect and when the loss occurred, in order to give it validity.

DECISIONS.

Some decisions are to the effect that if an insurable interest existed at the time the contract was entered into and at the time of the loss, the rights of the insured were not lost by an alienation of such interest during a portion of the intervening period, but the preponderance of decisions is in favor of the principle that a contract once voided can only be restored to its original binding effect by consent of both parties thereto.

If a policy be written where an insurable interest does not exist, the knowledge of such fact on the part of the company cannot be construed as a waiver, and the insured, being a party to the transaction, has no remedy.

The careful adjuster will not be satisfied with the knowledge that the ownership of the destroyed property was vested in the insured at the time of the fire, if the case be one to which suspicion attaches, and where there is strong probability of moral obliquity on the part of some one, for an investigation as to the circumstances under which the claimant became possessed of it may unearth a fraudulent transaction by which it will be apparent that the claimant has no equitable or legal rights under the policy, or that conditions exist which would fully justify the company in denying liability.

INSTINCT IN ADJUSTMENTS.

Very trifling things sometimes lead an adjuster into paths by which he is able to ascertain facts of great value to his company, and he should never ignore what may at first glance seem of no moment.

Our old friend Murray, who so well represented the South British & National in this field, once favored us with a paper upon what he called "Instinct in Underwriting." I maintain that instinct, to borrow his expression, reaches farther than the mere consideration of the desirability of a certain risk, for the adjuster is subject to impressions from some unknown source, which should never be disregarded, for they have frequently led to results of the greatest importance. Instinct often tells one that there is something wrong about a case in hand; the leaves may whisper of conversations overheard; remarks are often made in your presence by parties wholly disinterested, and who may have no idea of what your business may be, or if they have, that what they may be saying has any bearing upon the investigation you are making. These things should never be lost sight of, but every thread should be followed until the end is reached.

SEARCH THE COUNTY RECORDS.

The adjuster may find that while the policy holder had an insurable interest at the time the insurance took effect, he had alienated it prior to the fire. In all cases where the least doubt may arise in his mind, he should carefully search the records of the county for evidences of transfer of title or interest. One need not be an expert searcher of records to do this, for any one can run over the indices of grantors and grantees; of lis pendens; mechanics' liens; mortgagors and mortgagees, and readily ascertain such facts as will enable him to determine the ownership of the property in question. By such an examination I have been able, within a very limited period, to determine that claimants to amounts aggregating several thousands of dollars were wholly without insurable interests, and this too, in cases where no ordinary questioning would have disclosed the truth; the claimants in each case having no regard for the sanctity of an oath, were prepared to testify to any condition of things to substantiate their claims.

HONEST AND DISHONEST CLAIMANTS.

An honest claimant cannot and will not object to a careful investigation of his loss; and as to dishonest claimants, concede to no man the right to rob the company you represent, but zealously guard its interests by thoroughly investigating all circumstances which may by any possibility affect the merits of a claim.

Although insurable interests are, and of a necessity must be, of a varied character, there should be no difficulty in determining the validity of any claim made for indemnity, for no one should attempt to deal with interests of such magnitude as an adjuster is called upon to consider, without fully preparing himself for the prompt and accurate discharge of the duties of the profession. I use the word profession advisedly, for a profession it is, and should receive careful preparation for the practice of it.

A SUGGESTION.

I do not feel like closing this paper without a suggestion which is applicable to many other questions than that of insurable interest, and that is with reference to waiver, although it cuts no small figure in the adjustment of losses where insurable interest is under consideration.

A waiver is so easily created that the careful adjuster will, before going into a preliminary investigation of a loss, the circumstances

attending which are in the least clouded, take a stipulation from the insured to the effect that no act performed or demand made by himself, or by any representative of the company, shall be claimed or deemed to be a waiver of any of the terms or conditions of the policy. You will observe that the acts of an indiscreet local agent or other representative of the company, which are, in many more cases than claimants are aware, such as the courts would unhesitatingly pronounce waivers, are nullified by the form suggested.

Equitable Life Insurance Society.

In the amount of outstanding insurance the Equitable Life Assurance Society of the United States stands at the head of all insurance companies in the world. The Equitable likewise leads in premium income.

The annual statement of January 1 shows \$169,056,397 assets, a gain of \$18,500,000 in a year. Surplus, \$32,366,750, a gain of \$1,600,000. Premiums, \$35,537,369, a gain of \$1,500,000; income, \$42,022,605, a gain of nearly \$2,000,000.

The new insurances written in 1893 footed up \$205,280,227, a somewhat larger sum than in 1892. The times be out of joint, they do say, but the Equitable Life, it is plain, is in no way affected thereby.

The large business of the Equitable in this field is under the supervision of Ramsom White, the resident secretary.

Assessment Life Insurance.

Writing on this topic, a Mr. Paxton, of England, says: "On the same principle I could run an investment company, paying daily a dividend of 50 per cent. On Monday I go to 10 men and say, 'Each pay me £1, to-morrow you shall have 30s. back.' On Tuesday I go to 10 more men with the same tale. With their £10 I have £20 in hand, out of which I pay the first ten men £15, leaving £5 in hand. On Wednesday I find 14 supporters—£14 plus £5 is £19—out of which I pay Tuesday's clients £15, leaving £4. Thursday I get 20 fresh members, £20 plus £4 is £24, leaving £3 after paying Wednesday's members. On Friday I want 28 recruits, and on Saturday 42. Everything flourishes so long as I get a continually increasing

number of new members. When they drop off though, the bubble bursts, and I should probably find a trip to Argentina beneficial to my health. To put the matter simply, I hold that assessment companies are run on very much the same lines."

The Key Note.

We have sounded the key note which governs "the chants" of victory over the bushwhackers of rebate. High commissions are responsible for rebate, and all anti-rebate laws and anti-rebate resolutions are worse than useless so long as the companies offer high commissions for new business. Extravagant commissions and big bonuses for a big business are bribes to rebate. The way to down rebate is to down big commissions. It is the only way.

The Value of Statistics.

FROM A PAPER BY BENJ. J. SMITH, READ AT THE EIGHTEENTH ANNUAL MEETING OF THE FIRE UNDERWRITERS' ASSOCIATION OF THE PACIFIC, FEBRUARY 21, 1894.

I should be glad if it were possible to furnish an array of figures proving conclusively that statistics are valuable, and it seems to me that it should require little argument to so convince any man, but a little inquiry among the various managers in San Francisco shows that not all of them so believe.

I do not remember that any of the several gentlemen, whom I have interviewed, have denied the value of statistics in the abstract, but when applied to localities, and especially to classes of hazards, they argue that the limited amount of premiums received, prevents any one office from obtaining the average. Granting that this argument is not wholly without force, of how little value is a general idea arrived at without the assistance of figures.

How often have our opinions, as to how has paid a certain agency, town, or locality, been entirely changed upon making up a summary of premiums and losses. I have recently had an opportunity of seeing for a certain district, the combined figures of several companies, running over a term of years. These figures show a loss ratio of over 140 per cent., and yet the business of that district is diligently sought by the majority of companies.

An example in the other direction. A number of offices recently agitated for a substantial increase of rates in one of the towns of the Northwest. The general manager of the Union procured the figures showing the experience of several prominent offices in the town, the result proving the present ratings to be quite adequate to cover losses and expenses. The chief agitator found to his surprise that his experience had been exceptionally favorable.

Statistics should, however, be used with caution. It has been said that figures do not lie, but they may be dreadfully deceptive and are frequently made up for this sole purpose. There are many circumstances tending to modify, if not entirely reverse, results shown by figures only.

There are usually what, for want of a better word, I will term "pitfalls" even in the simplest statistical statement, the nature of which are known only to the compiler. Any one else should make a most careful use of statistics, ascertaining from the compiler any circumstance out of the ordinary, needing explanation.

Statistics and general knowledge should always be brought each to the assistance of the other. Used together they will be found of great value, separated, years of experience and millions of dollars have gone for naught.

The Dublin authorities have not yet adopted a system of electric call bells for the Fire Brigade, a fact to which the Dublin Saturday Herald draws attention in a two-column article, contrasting the slow method in vogue in the Irish capital with the rapid system in use in American cities. The opinions of Captain Purcell and ex-Lord Mayor Shanks, favorable to the work and methods of American firemen, are embodied in the article.—Fire & Water, London. This English paper speaks of the "horsing" of the fire brigade, whatever that may mean in England.

The Eastern papers are referring to the appointment of "Mr. Duffield" as manager for the Transatlantic in this field.

The Cincinnati Life Underwriters' Association has adopted "the non-intercourse" rule. But that won't kill rebate. Nothing will kill it but the decapitation of high commissions.

Wm. Gaffney has been appointed general agent of the New York Life for Colorado. Mr. G. does not appear to have parted company with the Penn. Mutual with any reluctance.

Longevity and Cost.

In the annual report of one of our leading life insurance companies the president says—and we quote him because what he says applies equally well to life insurance and life companies generally:

It is of interest to note the longevity among the 974 who died during the year. Of these 131 were between the ages of 60 and 65, 134 between 65 and 70, 132 between 70 and 75, 79 between 75 and 80, 40 between 80 and 85, 18 between 85 and 90, and 3 between 90 and 95.

Of those who were insured in the company's first year, 1845, twenty-nine were living at the beginning of the forty-ninth year, and twenty-three at the end, December 31, 1893, whose policies are still in force. The six deaths were very nearly what at those ages were called for by the tables. The amount insured by the six policies was \$25,600. The amount of their reserves held by the company was \$19,238, so that the loss to the company was the difference, \$6,362. To see the financial result on the side of the insured, take the amount paid for premiums compared with the amount paid by the company at death in the case of each of two policies, viz: John Bissell, insured for \$3,000 at age 38, and dying at age 86, paid 49 premiums, amounting to \$4,483.50; he received 48 yearly dividends, besides one post mortem, amounting together to \$2,479.51, so that his total cash payments for premiums were \$2,003.99, against the \$3,000 received on the policy by his estate. The second example is of Joseph P. Baker, insured for \$5,000 at age 28, dying at age 76. He paid 48 premiums amounting to \$5,376; received 47 yearly dividends, besides a post mortem, amounting together to \$3,021.41, so that his total cash payments for premiums were \$2,354.59 against \$5,000 paid by the company to his estate.

In the first case the average yearly dividends were 55.3 per cent. of the premiums. In the second they were 56.2, the difference in age causing the difference in percentage. These examples show the effects of compound interest, the good quality of the company's management, and the good investment on the part of the insured, who during the forty-nine years had the protection of the insurance, and in whose hands the money paid for premiums would not have so compounded.

A lumber paper up north advertises that a new firm, Messrs. Corbett & Jackson, are looking for a mill site. Have you one? Don't say, Not by a dam site.

Liverpool & London & Globe.

The Liverpool & London & Globe Ins. Co. leads all companies in American fire premiums and American fire losses paid in 1893. It stands at the head of all foreign companies in the amount of assets invested in the United States, and in surplus for the protection of American policyholders. The annual statement of the United States branch is as follows: assets, \$8,598,271, a gain of over \$405,000; surplus over all liabilities, \$3,026,525, a gain of \$200,000; premium income, \$5,690,877, a gain of nearly \$300,000. In forty-five years the Liverpool & London & Globe has paid \$59,892,495 losses to American policyholders. The Pacific Coast department, as everybody knows, is in charge of Charles D. Haven, resident secretary, and C. Mason Kinne, assistant secretary. The premium income of the Coast department last year was \$426,132, a gain over the previous year's figures.

The Mutual Life Insurance Company.

This great American life insurance company—the largest in the world, measured, as corporations usually are, by the extent of its resources—added nearly \$17,000,000 to its assets last year, bringing the amount up to \$186,707,680. A few months hence the assets will have passed the \$200,000,000 point. Think of it! The announcement will create a sensation in the financial and insurance worlds.

The premium receipts last year were \$33,594,338, a gain of over \$1,600,000. The total income, \$41,953,145, of course shows a greater gain. The surplus is \$17,952,609, against \$15,168,233 a year ago.

The investments of so great a sum of money as \$187,000,000 are interesting. Referring to the summary printed elsewhere we find that United States bonds and other securities absorb \$72,936,322; first lien loans on bonds and mortgages take \$70,729,939; real estate, \$18,089,918; loans and stocks and bonds, \$7,497,200. Among the real estate investments, and one of the most profitable, is the handsome San Francisco office building on the southeast corner of California and Sansome streets.

The net amount of new business written in 1893 was \$212,426,850, the largest in the company's history, and a gain of \$50,000,000 over the previous year's writings.

In California the Mutual Life is in the lead in premium income and insurance in force, and it is fair to assume that the company holds the same rank as regards the Pacific Coast. The general agents are A. B. Forbes & Son.

Insurance v. Underwriting.

FROM A PAPER BY EDWARD BROWN. READ AT THE EIGHTEENTH ANNUAL MEETING OF THE FIRE UNDERWRITERS' ASSOCIATION OF THE PACIFIC, FEBRUARY 20, 1894.

All of us, and all who have preceded us, wherever the science of underwriting has been known, have commenced our career by becoming what is commonly known as "insurance men." How very many of us have never advanced beyond that initiatory degree! When the American citizen of Hebrew persuasion related to some interested friends the killing of his brother in a railroad accident, he was asked the question as to whether his brother had been badly *mutilated*. In excited tones and with upraised hands he exclaimed: "Mutilated! My goodness, they did not save 20 per cent of him!" Out of the great insurance fraternity, on the rolls of which there are hundreds of thousands of names inscribed, the percentage of those who graduate into the ranks of skilled "underwriters" is far below the proportionate salvage of the unfortunate Hebrew gentleman referred to.

"THE INSURANCE MAN."

Briefly described, the "insurance man" is a man who knows *how to get* business. The "underwriter" is the one who understands *how to write* it. By the general public the terms are supposed to be synonymous; to the profession they mean two things often very widely apart.

Gentlemen, let us indulge in a little retrospection; let us review the methods and practices of the insurance business as we know it. Policies of insurance are supposed to be contracts. This is a mistake. Contracts are things entered into with mutual obligations. Contract means "to make a bargain or covenant for." Originally each insurance policy was in reality a contract, because it used to be always based upon a written and signed

application; it had a basis, in fact. It is to-day a contract in this sense: Although drawn up wholly by the one party, it is accepted by the other, and consequently both are understood to be bound by its conditions and agreement. You all know how the courts of justice hammer away at these so-called contracts and how it is always claimed that an agreement, the language of which is selected by the one party and which the other party must submit to, must always be construed as against the drawer whenever there is any possibility of ambiguity.

SUPREME COURT DECISION.

Even the supreme court of the United States, commonly claimed by our countrymen to be the most intelligent court in the world, has recently, by an evenly divided bench, affirmed the decision of a United States court of appeals, which declared that the words "within twelve months next after the date of the fire" meant not twelve months from the date of the burning of the property, but twelve months commencing to run from some later date, such, for example, as sixty days after the filing of the proofs. This decision, mind you, is not a repetition of the fine drawn one, which, being based on the words, "twelve months after the occurrence of the loss," claimed that the loss did not take place until the maturity of the claim. In this instance to which I refer the word "loss" is not used. The clause is, "twelve months from the date of the fire." The supreme court of the United States in effect decided that the fire did not occur when the property burned, but that it did happen on the sixtieth day after the filing of the proofs.

WRITTEN PORTIONS OF POLICIES.

It will not be disputed, I think, that the written portions of policies habitually issued are framed with but little reference as to how they will be construed after the fires occur, and that only the very smallest modicum of intelligence and good, plain, common sense are displayed in drawing them up. I need not give samples. You are asked to take up the policies issued from your offices on any one day of the week, read them very carefully, analyze them and I believe you will agree with me that perhaps not one in ten is worded as it should be. It is a notorious fact that in parts of the Coast field, which formerly were more or less tributary to Chicago, a far better and more business-like form of policy is used than in the districts which have always reported to

San Francisco. The inference cannot be otherwise but that Chicago managers and Chicago special agents are more intent on having good methods and proper forms used than we in San Francisco. It cannot be gainsaid that in some points we are ahead of Chicago. Our policies are better divided and the insurance more specifically written, but that is the whole.

TWO DAILY REPORTS CONTRASTED.

We select haphazard two daily reports, one covering a building in Denver, the other a San Francisco building, to-wit:

"On his two-story and basement brick, metal roof building, including water and steam pipes, fittings and connections, sidewalks, foundations and area walls, occupied, basement for storage, grade floor restaurant, undertaking establishment and music store, second floor dancing academy—all privileged to be occupied for purposes not specially hazardous—situate Nos. 1545 to 1551 (inclusive), Champa street, Denver, Col."

"On his four-story frame building, situate No. 427-9 west side of Larkin street, between Turk street and Golden Gate avenue, San Francisco, Cal. Other insurance permitted."

What a contrast! And how proud we San Franciscans should be of *our* way! No waste of time or ink; no foolishness; everything simple and expressionless as a baby's face!

In this consists one of the many points between an "insurance man" and an "underwriter." The "insurance man"—the premium getter—dominates the policy forms. He brings into your office a printed or written form and requires that that should be your language when writing out the contract. If he is an ignorant man, his form is crude, incomplete, perhaps contradictory in its terms, omitting precautionary and descriptive language, which should always be used. If he is a shrewd, bright chap, and of course the adjectives characterize the great majority of "insurance men," then he has carefully drawn his form so as to favor his client in every particular; has omitted all reference as to occupancy; has said just as little as possible about construction; has placed no limitations upon anything; and has made his form just as broad and as comprehensive as possible, so that it can be construed to cover anything and anywhere.

MORTGAGEE CLAUSES.

Perhaps in no one particular is bad underwriting more fully demonstrated, or more fully shown, than in consenting to the use of the

various—iniquitous, it might be said—mortgage clauses. It is bad enough, in all conscience, to agree that no act—which means criminal or otherwise—of the assured shall affect the interest of the mortgagee; but to agree also that the mortgage may be transferred from hand to hand, without notice or consent of the company, thereby making it necessary to trace it up and to find out the real owner so as to be able to notify him of a desire to cancel the policy; furthermore, to agree to the abandonment of the contribution clause, is a surrender of the company's rights which cannot be justified by any local, district or general agent, or by any company manager. It is not underwriting, and there is no defense for it.

GENERAL AGENTS AND COMPANY MANAGERS.

So far, under the term "insurance man" I have had in view the local agents, city agents, brokers and solicitors, but if we turn to other grades, to district agents, general agents, company managers, we will find that very many of them come under the same heading. On nearly every subject brought before them their view is that of the premium-getter. They shrink from assuming any stand which may possibly lead to the loss of a few premiums. They overlook the point that there are other matters of much greater importance to the interest they represent than the question of a few dollars more or less. They weakly yield to the requirements of those who bring them the business, knowing at the same time that what they do is not only weak, but unjustifiable. The safe-guards, which the cautious business man should never disregard, are yielded one after another. When loss claims are presented, they yield again, and will yield almost everything to the claimant who has property, position and sufficient stubbornness to stand out for everything in sight.

"THE OTHER FELLOW."

If there are other companies, other managers or general agents, interested with them in a loss, they will use every effort to shirk responsibility themselves and endeavor to saddle it upon some one else. By innuendo, implication, if not by direct language, they give the claimant to understand that it is the other fellow who is to blame for everything and not they. Should there be an intricate adjustment pending, in which they are not at all interested, they will lose no opportunity, in fact will seek every possible chance, to say how differently they would have acted had they been interested. In their efforts to build up

business they will throw aside manliness, self-respect, good faith, often times honesty too, in order to secure an advantage over their competitors. Over-insurance is freely permitted; loosely-worded policies issued; exaggerated claims—often times fraudulent ones—entertained; and losses paid when they well know that the higher interests of the profession and even of their own company or companies demand that a different course should be pursued.

EXECUTIVE OFFICERS.

If you search still higher ranks and go amongst the executive officers of the numerous American and foreign companies, whose names are household words, you will find that the "insurance man" is there too. Don't you know of men who have been selected to fill the responsible positions of district or general agents, who are almost without every qualification fitting them for their work? Have you not seen how men have been selected from commercial ranks and from other walks of life to fill positions for which they have had no training, and that, too, in a business which requires that to become competent it should be made the study of a life time? Do you not know of district agents who really know but little more of the business which they have been selected to manage than some of the junior clerks in their own offices? Is there any other profession or business where such things are done? Is a landsman, without any knowledge of navigation, selected as the captain of a merchant vessel? Is a layman who has never been permitted to practice ever appointed as a judge? Such appointees have no doubt been selected because it was supposed that they could influence business. In this and in many other respects the company manager, be his title president, secretary, or what-not, manifests the same lack of appreciation of the necessities of the business as does the district agent whose methods have just been described.

The Coast Review.

Most beautifully printed. — Insurance Agent.

Do not allow my subscription to run out. — Mrs. Chas. W. Dohrmann, Stockton, Calif.

Last Year's Type.—The Coast Review reaches us in a flat condition (externally), and is crammed full of flash and sparkle. It is a model, though our British prejudice does not lean in favor of paper and type of American fashion. The information is quite without equal, and every line tells. Advertisements occupy no small area, but not to the exclusion of reading matter.—New Zealand Insurance Journal.

Effect of Rate Cutting.

In the absence of casualty and liability statistics, the new companies doing this kind of business too readily yield to the temptation to cut rates. There is practically nothing to guide the liability underwriter, because the experience has so far been limited in extent, and confined to a few companies. Recent failures are a warning, however. The rate cutter in this form of underwriting is skating on thin ice. The condition of safety itself, without considering profit, is conservative practices.

The example of the American Casualty & Security Company of Baltimore, now in the hands of a receiver, may be cited in evidence of the foregoing declaration. The management of the company cut rates from the start—cut the rates of established, conservative companies twenty to thirty per cent.—and seemingly hoped by writing a large business to secure a profitable average and a new experience warranting the "cut."

When Messrs. Beecher, Bennett & Schenck started the American Casualty, one of the members of the firm of Endicott & Macomber, of Boston, went to New York and offered to show them the results of the underwriting of the Employers' Liability Assurance Corporation for many years in the United States. He also offered to give them the benefit of his company's experience on rates and other matters. This was a generous and a sensible offer, tending to prevent reckless competition by inexperienced men. The offer was rejected. Messrs. Beecher, Bennett & Schenck were of opinion that they knew enough of casualty and liability business to make a success of the American without the aid of the Boston firm's experience. The New York firm is wiser now.

The new casualty and liability companies which are slashing the rates of their older competitors should take to heart the lesson of the Baltimore failure, or they may be taught it by the sheriff and receiver. The intelligent public, familiar with the disastrous failure of the

cut-rate American Casualty, will look askant at these new cut rates and question the value of the indemnity behind them.

Union Central Life Insurance Company.

This growing Cincinnati life insurance company reports important gains in assets, surplus, income, insurance in force, etc., last year. It has become an eleven-million-dollar company, its assets advancing in one year from \$9,511,499 to \$11,088,378. The surplus on a 4 per cent. standard is \$1,352,607, or nearly \$2,000,000 on a 4½ per cent. interest standard, and we may be sure that the Union Central will earn more than 4½ per cent. interest in the next generation. The following figures best illustrate the remarkable progress of this thriving company:

POLICY ACCOUNT.

| | |
|---|-----------------|
| Total number of policies in force | 43,124 |
| Total amount insured | \$70,874,751 00 |
| Increase in number of policies | 3,838 |
| Increase in the amount insured | \$ 6,031,203 00 |
| Total amount of death losses, matured endowments, dividends and claims of all kinds paid to policy-holders since organization | \$ 8,272,665 95 |
| Policies issued and revived in 1893 | 12,078 |
| Amount insured in 1893 | \$21,436,335 00 |

GAINS IN 1893.

| | |
|--|---------------|
| A gain in membership of | 3,838 |
| A gain in income of | \$ 319,853 37 |
| A gain in interest receipts of | 114,402 56 |
| A gain in surplus, 4½ per cent | 404,115 82 |
| A gain in surplus, 4 per cent | 307,704 21 |
| A gain in assets of | 1,576,899 23 |
| A gain in amount of insurance of | 6,031,203 00 |

The Union Central is represented in this field by Dr. Archibald, with office at 303 California street.

Supt. Pierce of New York is evidently a candidate for re-appointment, for we have received a column newspaper article beginning, "One of the most scholarly and able officials of the state of New York, whose services" (not their's but his) have "enobled" the insurance department, is the Hon. James F. Pierce. As Mr. P. is the friend of Mr. Hill, we rather think that a majority of the voters of New York are clamoring for P., subject to the approval of Judge Davis. — P. S. Mr. Pierce has been re-appointed insurance superintendent.

Employers' Liability Assurance Corporation.

This progressive and prosperous London corporation's American branch makes a very creditable showing for the year recently closed. The assets in the United States increased about \$100,000, the net surplus was increased, additional deposits were made with trustees and insurance departments, and the business of the company increased. This is a fine showing indeed. The assets of the United States branch of the Employers' Liability on January 1 were \$1,190,977, while the liabilities were only \$718,320, leaving as policyholders' surplus the handsome sum of \$472,657. The premium income was \$924,713; the losses were \$486,555.

The United States managers, Messrs. Endicott & Macomber, have just dissolved partnership. George Monroe Endicott succeeds as United States manager.

Messrs. Okell, Donnell & Co. are the Pacific Coast representatives. Our February table shows \$111,120 California premiums in 1893, written by this energetic firm for the Employers' Liability; and this handsome sum is merely proportionate to the whole Coast business.

The Employers' Liability is very conservative as to rates and practices. This conservatism, especially at this time, is evidence of strength and of a prudent management.

High Calling of Life Insurance.

At the recent meeting of the Chicago Life Underwriters' Association, as we learn from the Investigator, a Mr. Shepard, of Minneapolis, spoke on "Our High Calling." He said:

Whether we will or not, as we go about our business we lead men to unselfishness. For I fancy that even in the house of God, a man has no holier feeling than when he has insured his life for the benefit of his wife and hasn't consulted her about it. This then is our business. Look where it stands!

"As some tall cliff that lifts its awful form.

Swells from the vale and midway leaves the storm;

Though round its breast the rolling clouds are spread

Eternal sunshine settles on its head."

And shall not men who conduct it rise to something of the height which it achieves? Let us bear about with us this high idea of our calling. I hate cant. I like my commission as well as any of you. I am preaching to myself as well as to you, but, is it not so, were such an ideal universal amongst us, the evils that infest the business would sink into their holes!

No one of us would lapse a policy in another company, much less twist one in his own. No one of us would circulate lying literature, no one of us would employ a discredited agent, no one of us would make a rebate, no one of us would do a mean thing.

For it remains that the way to stop twisting is to stop twisting, and the way to stop rebating is to stop rebating.

Law won't do it, compacts won't do it. It must rest with us. The individual alone can eradicate the evils that attend the business.

The monster evil, rebate, does not trouble me any more. I have solved the problem. It is over two years since a rebate was made in my agency. We have doubled our new business; my agents are well fed, well dressed and contented and don't ask for advances any more. I allow no excuse for a rebate. It is no excuse for any agent to say that he rebated to meet competition. It won't do to open that door. The competition would be too often imagined.

Two grave robbers stole a "stiff" one night, and on their way home passing a saloon, naturally wanted a drink. Afraid to leave the corpse in the wagon they pulled a slouch hat over his eyes and each taking an arm led him to the bar. They ordered drinks for themselves, telling the barkeeper that their friend was too far gone to drink, which was undoubtedly true.

After getting their drinks the grave robbers went back to the lunch counter at the back of the saloon, leaving the corpse hanging on the rail. The barkeeper, noticing their absence, turned to the corpse and said, "Where is them fellows as had the drinks?" No answer. "Who is going to pay for them drinks?" No answer. "Will you pay for them drinks?" No answer. After asking the question again the irascible and drunken barkeeper struck the corpse over the head with a mallet. The corpse fell to the floor, when, to his horror, the barkeeper saw that he was dead. Just then the grave robbers came up, and the barkeeper shouted, "Boys, I did it in self-defense: he drew a knife on me."

I don't care what any one else does. Cer-

tain agents in my territory cut a big swath with their rebates in the month of December. But it doesn't trouble me. I get my share of the business. I know that rebated business doesn't stick and that the unrebated does.

By and by we shall all be gentlemen in this gentlemen's business of ours. We are not all gentlemen yet. We still have among us, but not in the associations, the man with the rhinoceros hide, the donkey voice and what Mr. Hewitt describes as the zebra pantaloons. A friend came into the club the other day, dropped into a seat by my side and laughed. He said, I had a customer from Montana come into my store to-day and I invited him over to the club. "I can't come very well," he said, "for my partner is with me." "Ask him to come with you," I said. "All right," he replied. "My partner is the biggest son of a gun in the state of Montana." "Then I am afraid we can't invite him, for we can have none but gentlemen at the club." "Gentlemen, gentlemen," the customer said, "Why my partner is a dead swell guy. He wears a diamond in his shirt front as big as a coat button." That kind of gentleman is still in our business. For him was painted the sign which I have seen in a business house, "Beggars, peddlers and life insurance agents not admitted."

But gradually the personnel of our business is improving, and I believe that sometime it will be composed entirely of the educated, high principled gentlemen that the calling demands. Then every one who enters the business will adopt as his own Thackeray's fine and familiar exordium;

"Who misses or who wins the prize,
Go loose or conquer as you can,
But if you fall or if you rise,
Be each, please God, a Gentleman."

The American Surety Company, of New York, hunts down embezzlers, etc., whose integrity it has bonded. Take the case of Robert G. H. Huntington, of Chicago, who absconded during September, 1893, after appropriating about \$30,000 of his employers' money. The American was on Huntington's bond for \$10,000 and at once commenced an investigation, finally locating him in Costa Rica. A detective prevailed upon Huntington to voluntarily return, which he consented to do, but a few days before they were to set sail he was taken ill and died. At the funeral the detective was called upon to read the burial service.

The explosion of a lantern caused the burning of a barn in Montesano, Wash.

Use and Abuse of Compacts.

FROM A PAPER BY E. W. CARPENTER, READ AT THE EIGHTEENTH ANNUAL MEETING OF THE FIRE UNDERWRITERS' ASSOCIATION OF THE PACIFIC, FEBRUARY 21, 1894.

USE: Profit through legitimate competition.

ABUSE: Profit through competitive deception.

It is really unnecessary to elaborate upon the foregoing definitions, and my comments will be very brief. I know there are those who lay great stress upon the benefit of insurance Compacts to property owners. While it is true that, by enabling companies to keep solvent and by encouraging, through discriminating ratings, superior building construction, etc., they are of said benefit; nevertheless, they are primarily created for the purpose of profit to their members.

"To do good and make money" might be a proper motto for them, if you upset it and put the "do good" in small type. I speak pointedly purposely because there seem to be so many who are disposed to refer to a Compact organization apologetically, and as if it needed to go before the public disguised in a mantle of benevolence.

ALL KINDS OF COMPACTS.

What other business acts as if it were ashamed of the combinations made in the interests of its members? The doctors who help you into and out of the world carry their combinations to an inhuman degree; the druggists have their tariff rate for porous plasters, purgatives and pukes, and the undertaker will bury you under "Compact" conditions that may be oppressive but you don't know it. The nations of the earth, notably those of Europe, group themselves into what may be called Compact districts from purely selfish motives; the workingmen that work and those that don't unite to maintain wages, and even in the order of the universe there seems to be an understanding between the spheres that each shall keep its place, and that "competition, the life of trade," shall not cause the Dog Star to tackle the Heavenly Twins, nor the Big Bear to swallow the Virgin.

THE DANGER ZONE.

The necessity for the formation of Compacts is greater in the insurance business than in any other, because of the width of the danger zone which lies between success and failure. In the case of manufactured goods, for

instance, the cost of production and marketing can be determined with considerable accuracy, and the "dead line" between profit and loss reasonably well defined; but, in the case of insurance, we sell the goods before we know what they are going to cost us, and the price charged must be arbitrarily fixed. Experience is of assistance to us in this connection, and if the experience of many companies can be utilized, as is measurably done, through the medium of the rating committees and surveyors in the case of Compact organizations, we are more likely to obtain adequate rates.

MANDATORY RATE.

If, besides aiming at what is likely to be an adequate rate, we, through the Compact, make this rate mandatory, we have, as nearly as possible, fixed a value for our goods by *artificial* means with a degree of accuracy approximating that which *natural* means (cost of production, etc.) fix for manufactured articles.

When God created the earth He established certain laws and conditions which labor-saving contrivances may utilize but never circumvent, and which determine for the Connecticut Yankee, in advance, the cost of manufacturing clothes pins. Our New England friend can, with mathematical serenity, build up the cost of a clothes pin from the forest to the laundry, while we insurance men construct an airy castle in which incomplete experiences serve for foundation, and hopes, and guesses, bound together by Compact regulations, for the superstructure, and base our selling price thereon.

UNDERWRITING COMBINATIONS PROPER.

Bearing in mind the distinction above touched upon, might it not be admitted that combinations between the producers of material things might be "unholy," while underwriting combinations might be entirely proper?

Charity finds but slight lodgment in the insurance, or any other business. When the Spring Valley Water Company lays its mains in the streets of San Francisco, it finds no incentive in the text which refers to spiritual rewards to accrue from the giving of "a cup of cold water;" and when the legislator is biennially sent by some "unholy" political combination to Sacramento, he draws as much pay as he can and as long as he can, and has lead pencils to loan for ten years thereafter.

Insurance companies are organized for the express purpose of obtaining from their pat-

rons more than they have to return to them, and the prime use of the compact is to enable them to do this through legitimate competition.

THE ABUSE.

Now as to the abuse: Well, what's the use of talking? If you are not familiar with the forms of competitive deception adopted, in connection therewith, I do not wish to post you. I will refer briefly, however, to the result of this abuse upon the underwriter himself. He becomes a member of a compact organization upon the assumption that the regulations mean exactly what they say, and are to be strictly adhered to by all members. He does not resort to the subterfuge of calling a solicitor a collector in order that he may pay him a salary in violation of the rules; he does not put his agency in the hands of a provisional syndicate of property owners and thereby practically give rebate to the assured; he does not get around the rules by a resort to those methods which are as much more dishonorable than a direct violation, as they are more cumbersome. Presently agents, solicitors, brokers and property owners commence intimating that they

CAN DO BETTER ELSEWHERE.

With faith unshaken in the honesty of his business brethren, and with the mental comment that interested parties are trying to "play one company against another," he stoutly maintains that all rules are to be *strictly* enforced, and refuses to make the least deviation. His business begins to shrink. Why? It is not because of the standing of his company,—one of the best in the land; it is not because of hard times (we are speaking of ordinary years) inasmuch as other offices are showing an increase; it is not for lack of effort. Can it be by reason of personal unpopularity? "Now you're talking," says his neighbor. And suddenly the underwriter under consideration awakes to a realizing sense of the fact that by attempting to be governed by a plain interpretation of Compact rules, he has antagonized the source of income supply. While his competitors are crawling on their bellies and groveling in the dust of deceit, he is standing erect, the

TARGET FOR EVERY HOSTILE SHOT THAT FLIES.

His astonishment is as great as that of a volunteer soldier during the battle of Bull Run. The enemy were about to fire a volley and the men were ordered to drop to the ground. One of them did not understand or obey the order.

The enemy's volley came quickly, and then looking around him at the ground covered with men lying on their faces, he exclaimed, "Great God! All dead but me?" The aptness of this illustrative anecdote is evident when one remembers that twenty-seven out of a possible fifty in a prominent compact organization recently admitted having "fallen down," and, a majority of the executive committee having made the same admission, it was proposed that the constitution should be so amended as to require said committee, at least, to obey its own rules.

But we are losing sight of our unique underwriter. What can he do but accept the situation as he finds it, resort to the same twisting tactics as his competitors and enter the lists for competitive deception?

Herbert Spencer says: "The system under which we at present live fosters dishonesty and lying. * * *

IT ENCOURAGES DECEPTION

to such an extent that an assistant who cannot tell a falsehood with a good face is blamed; and often it gives the conscientious trader the choice between adopting the malpractice of his competitors, or greatly injuring his creditors by bankruptcy." If we substitute "manager" and "company" for "trader" and "creditors," the foregoing quotation is a fair synopsis of the insurance situation under the Compact system, run on the "abusive" plan.

And so the underwriter who has assumed that his fellow Compact members intended to be governed by their mutual pledges, finds it was all a mistake; that he has been "undiplomatic" and "non-elastic" because he has not made slight concessions which entailed little faith-fractures one day, and greater ones the next. He finds that Noah Webster's definitions are not applicable to Compact literature, and because he thought they were that

HE IS ACCUSED

of attempting to put an odious interpretation upon the rules; he finds that the member of the Compact who obeys the rules himself and *expects others to do the same*, always has a grievance to be considered, and comes to be regarded as an enemy of the organization and conniving at its downfall, while the suave hypocrite who makes no complaints and is prepared to discount every trick of his competitors is the "good boy;" he finds that the abuse of the compact system, the obtaining of profit through competitive deception, involves either a loss of self-respect or of the

business his company pays him for securing. Figuratively speaking, (and with apologies to Satan for using his name in this connection) he finds himself "between the devil and the deep sea." Is it strange that he has a leaning towards the devil?

The Preferred Accident.

The Preferred Accident Insurance Company of New York has established a Pacific Coast department with headquarters in the Mills building in this city. Mr. E. S. Fowler, formerly of New York, has been appointed the manager of this department, and comes to us from his native city with ten years' experience in the field of accident insurance.

The Preferred has been exceedingly successful and is to-day doing a fine share of the individual accident insurance business. Its officers and directors are well known business men of New York, the company being chartered as a stock company under the laws of that state, and has deposited with the state authorities \$100,000 for the protection of its policyholders, which, together with its surplus of \$223,000, gives ample security to the insured.

At the end of 1888 the Preferred had 1,427 policies in force; at the end of 1893 the number of policies in force is 33,166. During the period mentioned the company has paid over \$800,000 in claims.

The "Combination and Annuity" accident policies are original with this company, and they are popular forms of accident insurance contracts.

Mr. E. S. Fowler, for nine years connected with the Mutual Accident Association, has accepted an appointment as manager of the Pacific Coast department of the Preferred Accident Insurance Company at San Francisco, California. Hereafter all policies issued through this department will be written at San Francisco. The manager of this new department of the Preferred has always borne a high reputation for integrity; and his valuable experience in the accident business will doubtless result in his writing a satisfactory volume of business in this heretofore uncultivated territory.—Surveyor, N. Y.

President Richards and Vice-President Bates of the Union Mutual Life Insurance Company banqueted their Chicago agents on the 14th ult. One agent present has been continually in the service of the company for over thirty years.

A Colorado Adjustment.

FOUNDED ON FACT—TOLD BY THE BOOKKEEPER.
A CONTRIBUTION BY EDWARD NILES, TO THE
CALIFORNIA KNAPSACK.

Up to the time of the fire, I thought Isidor was square. He was a Jew, and his ancestors lived in Poland, but his credit was high at the banks. He paid good wages, and made the usual hundred per cent. on cheap goods, and from twenty-five to fifty per cent. on the highest grades. He kept all of the Hebrew holidays, but stood in with the Christians, and was considered a superior specimen of his race. When it came to a question of street car fare or postage stamps, he was as close as some Eastern men; but I did think he had too much business sense to match his wits against a Yankee. Still, you never can tell.

The firm name was Wilzinski & Rosenstein. Its members were Isidor Wilzinski and Moritz Rosenstein, the latter having a quarter interest and little to say in the management. I kept the books and occasionally acted as salesman. Their main store was at Pueblo, occupying the basement and first and second floors of the Kirtland Block, on Santa Fe avenue, where they carried a stock of clothing, averaging from \$20,000 to \$30,000. They were sole agents for the Stetson hats; E. & W. collars and cuffs; Douglas three-dollar shoes, and Jaeger underwear; were rated "B 2" by Bradstreet, and were supposed to be doing a profitable trade. They, also, had branch stores at Canon City and Cripple Creek.

Pueblo had never been so dull. The Bessemer rolling mills had been shut down several months; the Mesa Hotel had just burned; the Grand Hotel had been closed for a year, and "the Pittsburg of Colorado" looked like San Diego after the boom. Our business had fallen off one-half; collections were almost impossible; creditors were pressing, and ruin seemed near at hand.

The firm had been carrying \$19,000 on stock. The policies all expired on October 1. On September 15 we completed an inventory, showing a stock value of \$20,583.37. Isidor kept the inventory, and made no record of it on the books. Our policies had the usual broad permit: "Other concurrent insurance herewith permitted." On renewal, the insurance was increased to \$29,000.

About ten o'clock on Sunday evening, October 15, the alarm sounded, and a dense volume of smoke was seen pouring from the basement of our store. The Pueblo fire department is a good one; the firemen made a

lightning hitch and run; threw two streams in the basement, and had the fire put out within seven minutes after the alarm.

Monday morning the firm notified the local agents that they had sustained a heavy loss, and asked for an immediate adjustment. The companies were advised of the claim, and on the Wednesday following four adjusters arrived from Denver. They examined the stock; looked wise, said little, smoked good cigars, and told several stories that were entirely new to me, but did nothing definite toward a settlement. On the afternoon of the second day after their arrival Isidor grew uneasy.

"How soon will you get this fixed?" he asked. "We want to clean up and open the store. Our expenses are going on, and we are losing fifty dollars a day, easy."

The adjusters laughed, and lighted fresh cigars, and resumed their anecdotes. Isidor was getting mad. Just then there was a light rap on the front door, which had been tightly closed. Isidor opened it, and in stepped a quiet looking man, who said, with a pleasant smile:

"Is this Mr. Wilzinski?"

"What's left of him," growled Isidor.

"Who are you?"

"My name is Bird," said the new comer, handing him a card reading as follows:

.....
A. BIRD.
Adjuster of Fire Losses.
1561 Curtis Street,
Denver.
.....

"I represent thirteen thousand of your insurance. Is there any damage?"

"Is there any damage?" repeated Isidor; "there's fourteen thousand five hundred. At any rate, that's what we first claimed, but the stock's looking worse and worse, and I wouldn't be surprised if we lost twenty thousand."

"May I trouble you to show me your policies?" asked the adjuster.

"Certainly, Mr. Bird," said Isidor, "no trouble at all."

After closely examining the policies, the adjuster inquired:

"Where did the fire start?"

"In the basement," said Isidor,—adding quickly, "that is, we think so."

"Let me see the basement, please," asked Bird.

"Why there's nothing there," said Isidor, changing color a little. "We didn't keep any

stock there; there's nothing but old boxes and rubbish."

"I'm not particular about going down, myself," answered Bird, in a very smooth, pleasant way—"in fact, it isn't really necessary, but you know the rules of the companies, Mr. Wilzinski; they expect us to go all through a building. There's no sense in it, but I'll just look down for a minute and let it go at that."

They went down. Bird looked carelessly around and remarked: "There's quite a strong smell of coal oil."

"We filled our lamps down here," said Isador.

After returning up-stairs and looking carefully through the stock, Bird consulted with the other adjusters for a few minutes, during which recess Isador and his partner had a quiet conversation in the office, of which I caught the words: "Raise him to twenty thousand, Isador; he'll stand it."

Bird then came forward and said: "The other adjusters have authorized me to act for them. Is that agreeable to you?"

"Yes," said Isador, "perfectly. I'd rather have it that way. When I first saw you, I said to myself, 'there's a fair, square man, who knows his business.'"

"All right," said Bird, "it won't take five minutes to settle it. Do I understand you to say that you claim a loss under the policies, and, if so, in what amount?"

Isador rubbed his hands, and said, "Mr. Bird, we've lost twenty thousand, if we've lost a dollar; but I don't want to be hard on the companies. I'll say sixteen thousand, and we'll never take a cent less."

Bird laughed. He had such a genial, pleasant way with him that, by this time, Isador, Moritz, the other adjusters and myself had clustered around as if we were drawn to him something like iron filings to a magnet.

"Where is the loss?" he asked.

"Where?" shrieked Isador. "Everywhere!"

"Were any of the goods burned, Isador?" asked Bird, in a rich, mellow tone, and added: "You'll excuse my familiar way of talking; I'm from Connecticut, you know."

"That's right," was the reply, "call me Isador. None of the goods were burned; but look at the smoke! the stock is ruined."

"By the way," asked Bird, "do you use gas for lighting the store?"

"Nothing but gas," said Isador.

Bird smiled, and what a pleasant smile he had.

"Are the goods blackened or discolored?" asked the adjuster.

"Not yet," said Isador; "it's the odor—the smell of smoke all through everything. We can't sell the goods for ten cents on the dollar."

"What's the value of your stock?" asked Bird.

"About forty thousand. We carry a big stock of the finest kind of goods," replied Isidor.

"Then the damage you claim is a smoke damage?" asked the adjuster.

"Yes!" said Isidor, "It's a smoke damage; they all say that's the worst kind of damage to clothing."

"A damage from the odor; from the smell of smoke only?" asked Bird.

"Yes, that's it; the goods are saturated with it."

"Did you open the store and let the smoke out, after the fire?" said the adjuster.

"No," said Isidor.

"Did you put the goods in the best possible condition, as required by the policies?"

"We were afraid to touch them," said Isidor.

"Is there anything in the policies requiring us to pay anything because there has been the smell of smoke in the store?" asked Bird.

"Isn't there?" said Isidor.

"No," answered Bird, "there is not; there is no liability whatever."

"And don't we get anything?" said Isidor, turning pale and trembling.

"Nothing from us," said the adjuster, mildly and soothingly, "not one dollar."

"We'll sue the companies!" shouted Isidor.

"Listen to me," said Bird; "you don't understand your own case. This is the way it is: You claim a \$40,000 stock; you have about \$20,000. You are entitled to about \$15,000 insurance on your present stock; you have \$29,000. The fire was started in two places in the basement, Sunday night, and coal oil was freely used. Your lights are gas; you don't use coal oil lamps. Now, I'll say nothing more on those points. Next comes the question of smoke damage. You claim a damage from the smell of smoke only. A little smoke benefits clothing, and will kill the larvae of moths, every time. Open your doors, and in three hours the odor will disappear. Now is the opportunity of your life. Advertise a fire sale; throw open the store, and in the next two weeks you will sell two-thirds of your stock at a big profit. I'll tell you how to do it. Get signs painted on cloth"—

"They're all ready," interrupted Isidor, with a sheepish smile, as he went in the office and brought out several bolts of sheeting and

unrolled them, on which were painted, in large red letters:

.....
 "GREAT FIRE SALE!
 THE INSURANCE COMPANIES HAVE SETTLED!!"
 IT IS THEIR LOSS, NOT OURS!!
 THE ENTIRE STOCK FOR SALE
 AT TWENTY CENTS ON THE DOLLAR!!!

"That's the idea," said Bird. "Your fortune's made. Now, how about our expenses?"

"What!" said Isidor.

"You claimed a loss when there was none, and we could hold you for our expenses, but let it go Isidor, let it go. Come out and set up the cigars for the crowd, and we'll call it square."

And Isidor did.

The "great fire sale" began next day, and in three weeks the bulk of the stock was sold at a large profit. The firm paid their debts; banked the surplus, and to-day are doing the largest clothing business in Pueblo.

Moritz asked Isidor why he didn't hold out for the amount of his claim, and why he backed down so quickly. Isidor answered: "Moritz, that adjuster was born in Connecticut; he was on to the coal oil, and the policies don't say anything about the smell of smoke!"

"Isidor," said Moritz, "you vos yooost right."

Death of Thomas Bennet.

Thomas Bennet, well known in life and accident insurance circles, died suddenly on the Midwinter Fair grounds, about 4:30 P. M., Wednesday, March 8th. He fell to the floor while walking through one of the buildings, and was carried unconscious to the Emergency hospital. A few minutes later he expired. An autopsy disclosed the fact that death had been caused by "heart failure."

Some two years ago Mr. Bennet suffered from a severe attack of la grippe while in Chicago, and he never fully recovered from the effects of that illness. At the time of his death the deceased was employed as secretary of the Alameda County Midwinter Fair Commission.

Thomas Bennet was a native of Williamsport, Pa., and was in his 50th year. In 1878 he came to San Francisco as general agent of the Travelers Insurance Company for the Pacific Coast. In 1885 he was appointed superintendent of agencies for the new accident department of the Pacific Mutual Life Insurance Co. Mr. Bennet organized this department, and successfully introduced the company throughout the East.

Mr. Bennet was a very genial gentleman, who made friends easily. He was a man of strong personality and extraordinary energy. A large circle of friends, on the Coast and in the East, will hear of his untimely death with the sorrow of a personal loss. Mr. Bennet left a wife and two daughters.

Fireman's Fund Election.

At the recent annual meeting of the stockholders of the Fireman's Fund the board of directors were elected for the ensuing year, and the board in turn re-elected the present officers, to-wit: D. J. Staples, president; Wm. J. Dutton, vice-president; Bernard Faymonville, second vice-president and secretary; J. B. Levison, marine secretary; Louis Weinmann, assistant secretary; S. D. Ives, general agent. These gentlemen have so managed the affairs of the Fireman's Fund during the past year that its annual statement, showing gains and gains and swelling surplus, excites most favorable remark and not a little envy.

Oh, these insurance commissioners! Here, for example, is Mr. Snider of Kansas, who insists on retaliating on New York companies under the retaliatory statute, although there are no Kansas companies doing business in New York and there is therefore no ground for retaliation. Snider jumped on the Home Insurance Co. with a pair of large feet because it refused to pay the retaliatory tax. It was subsequently learned that the aforesaid New York tax law affecting outside companies had been repealed; whereupon Mr. Snider raked up the fire department tax law, and will "reciprocate." Meantime the Home has ceased to do business in Kansas, which is a good thing for the Home's loss ratio but a bad thing for Kansas.

Manager Bissell of Chicago, in a circular to the agents of the Hartford Fire in his territory, calls attention to unsatisfactory results attending insurance on farm property. The company will write farm barns hereafter only on condition that the insured gives it his insurance on dwelling also. Risks are not to be accepted unless inspected by agent and found in good, thrifty condition. Additional rates if occupied by tenants. Risks to be declined when property is incumbered more than 30 per cent. of value of land and improvements. Nothing to be accepted under \$400 two-thirds valuation. The companies generally have been losing money on farm business throughout the United States.

The Oakland Home Insurance Company.

The increase of the Oakland Home Insurance Company's business from \$200,000 premiums to over \$600,000 premiums in six years carried with it a growing reinsurance reserve which soon began to lower the net surplus over the reinsurance and other liabilities. The average loss experience, excepting for last year, has always been satisfactorily moderate, being less than the general average; but the management wisely resolved to curtail their operations in the unprofitable East, and finally withdrew, after reinsuring in the Westchester its business in the Mississippi valley.

The home field presenting a sufficiently large area for successful underwriting, it was resolved to cultivate this desirable but neglected territory. Col. Bromwell, formerly president of the California Insurance Company, was offered the position of vice-president and manager, and accepted it. The Oakland Home has already begun to extend its agency plant throughout the Pacific Coast, and we shall no doubt be able to chronicle a very large increase in the Coast business of the company.

Mr. Bromwell is an energetic and capable underwriter, with an extensive experience as special agent, general agent and manager. For many years he was identified with the California Insurance Company, and from the beginning of his association with it the business of the company steadily advanced. Promotion followed as a matter of course, and his elevation to the presidency of the company was a fitting sequel to years of faithful service. We mention this personal matter because it justifies our prediction that under Vice-President Bromwell's management the Oakland Home will speedily take a leading place in Coast business.

The Oakland Home's statement of January 1 shows \$533,630.84 assets, nearly half of which is surplus as regards policy-holders. The premium income last year was \$593,491, of which \$160,000 was derived from the Coast states.

Items.

The Security Trust Co. of Philadelphia has quit. It was a brokers' corporation, guaranteeing the insurer and policy wording.

The Canadian insurance report speaks of "the companies which do business of life insurance on the assessment plan." This is error. There is no such thing as "life insurance"—insurance for life—on the assessment plan.

Actuary Teece made several somewhat ridiculous statements about American life insurance and American banks, on his return to Australia. For example, he declares that he was told by several intelligent men that a national bank could not fail. Mr. Teece's memory is treacherous, or he talked finance with a fool.

The statement of the Equitable Life furnishes the following display of progress made during 1893:

| | 1892. | 1893. |
|------------------------------|---------------|---------------|
| Assets | \$150,591,675 | \$169,056,396 |
| Income | 40,286,237 | 42,022,605 |
| New business | 200,490,316 | 205,280,227 |
| Insurance in force | 850,962,245 | 932,532,577 |
| Excess of income | 16,224,290 | 16,667,107 |
| Surplus | 31,189,815 | 32,366,750 |

To write life insurance, talk life insurance. Get filled up with the subject yourself, and then proceed to fill up your candidate. The business that sticks is the business that comes from people who want the insurance. Don't waste breath on comparisons; mingle a little sentiment with your business. If you can persuade a man that he needs protection, he will likely choose your company for the very reason that you have interested him. The man whom you persuade out of another company into yours, will part company with you in the same way. You are not the most skillful liar in the world.—Age.

The German-American.—Surplus, beyond all liabilities, \$1,657,352.70. That's good enough for anybody, and the German-American has it. Having passed its majority, the German-American has passed the crucial test of 1893, and has emerged in the very best condition and ready for the work of the current year. Nearly six millions of solid assets is the guarantee to policy-holders, and the management, from President Oelbermann down to the clerical force, is unexceptional. The German-American will make a close call on all its elder rivals for volume of business and increased security this year.—Insurance Record.

February Fires.

WASHINGTON.

| | |
|--|---------|
| 11. Ellensburg, hhd furni: | |
| Ætna | \$100 |
| 21. (Jan.) Fairhaven, brk bldgs and genl mdse: | |
| North British | \$1,200 |
| 10. Fairhaven, dwg and furni: | |
| London | \$375 |
| Northern | 575 |
| 26. Friday Harbor, dwg: | |
| London and Lancashire . . . | \$250 |
| 24. Cheballis, fr dwg and hhd furni: | |
| Phoenix, Brooklyn | \$750 |
| 15. Cheballis, hhd furni: | |
| Palatine | \$700 |
| 5. Seattle, fr sawmill and machinery: | |
| Palatine | \$1,825 |
| Ætna | 1,382 |
| Scottish Union | 1,283 |
| German American | 1,382 |
| Home Mutual | 641 |
| Hamburg-Bremen | 1,382 |
| Niagara | 921 |
| 4. Seattle, bldg: | |
| London and Lancashire . . . | \$800 |
| 2. Seattle, log dwg: | |
| Royal | \$335 |
| 12. Seattle, bldg and mdse: | |
| London and Lancashire . . . | \$1,500 |
| 10. Seattle, fr dwg: | |
| Imperial | \$899 |
| 15. Seattle, bldg, mchy & stock: | |
| Imperial | \$500 |
| Lion | 490 |
| 14. Seattle, sash & door factory: | |
| National, Hartford | \$419 |
| Springfield | 349 |
| Delaware | 350 |
| American Central | 350 |
| 13. Seattle, fr bldg and mdse: | |
| Palatine | \$1,500 |
| 13. Seattle, bldg & stock meats: | |
| Ætna | \$1,722 |
| 13. Seattle, iron bldgs & mchy: | |
| Lancashire | \$861 |
| 12. Seattle, fr dwg: | |
| Home, N. Y. | \$1,500 |
| 13. Seattle, fr bldg and stock: | |
| German-American | \$2,583 |
| Liv'l and Lon. and Globe . . . | 3,500 |
| 13. Seattle, packing establishment: | |
| Transatlantic | \$ 900 |
| Fireman's Fund | 904 |
| Home, N. Y. | 150 |
| Rhode Island | 430 |
| Hamburg-Bremen | 1,291 |
| Niagara | 1,361 |
| — Seattle, dwg: | |
| Williamsburg City | \$700 |
| — Spokane, brk bldg: | |
| Transatlantic | \$165 |

12. Spokane, genl fire:

| | |
|--------------------------------|---------|
| Palatine | \$1,000 |
| Greenwich | 2,000 |
| American, Pa | 937 |
| Phoenix, Brooklyn | 156 |
| Lion | 774 |
| Hamburg-Magdeburg | 1,800 |
| Ins. Co. of N. A. | 1,450 |
| North British | 750 |
| Western | 460 |
| Scottish Union | 880 |
| Union, London | 200 |
| Delaware | 280 |
| American Central | 1,500 |
| Hartford | 3,360 |
| Commercial Union | 475 |
| Fireman's Fund | 1,600 |
| Phoenix, Hartford | 550 |
| Home, N. Y. | 150 |
| Norwich Union | 1,436 |
| Oakland Home | 350 |
| Pennsylvania | 2,000 |
| Svea | 750 |
| Springfield | 750 |
| Caledonian | 500 |
| Imperial | 937 |
| Manchester | 350 |
| Prussian National | 600 |
| Phoenix of London | 514 |
| Alliance | 620 |
| Liv'l and Lon. and Globe . . . | 2,978 |
| Northern | 2,050 |
| London | 225 |
| National, Hartford | 239 |

Total \$35,081

24. Spokane, dwg and conts:

| | |
|-------------------------------|-------|
| Western | \$700 |
| 27. Spokane, boots and shoes: | |
| Home Mutual | \$600 |

26. Spokane, pottery:

| | |
|--------------------------------|-------|
| National, Hartford | \$880 |
| 6. Snohomish, dwg & hhd furni: | |
| American, Pa | \$600 |
| American Central | 135 |

21. Skagit, fr dwg and conts:

| | |
|-----------------------------|-------|
| Royal | \$500 |
| 22. Sidney, fr dwg: | |
| Hamburg-Magdeburg | \$245 |

| | |
|---------------------------------|-------|
| 30. (Jan.) Tacoma, stock furni: | |
| Caledonian | \$960 |

| | |
|--|-------|
| 30. (Jan.) Tacoma, brk store building: | |
| Scottish Union | \$675 |

| | |
|----------------------------|-------|
| 6. Tacoma, brk bldg: | |
| Commercial Union | \$600 |
| 5. Tacoma, dwg: | |
| Springfield | \$100 |

| | |
|--------------------------------|---------|
| 15. Tacoma, dwg and hhd furni: | |
| Oakland Home | \$2,250 |

| | |
|--------------------------|-------|
| 28. Walla Walla, fr dwg: | |
| Springfield | \$800 |

| | |
|----------------------------|-------|
| 26. West Ferndale, fr dwg: | |
| Imperial | \$500 |

| | |
|----------------------------------|---------|
| 8. Whitman co., fr barn & grain: | |
| Oakland Home | \$1,974 |

5. Mondovia, wheat warehouse:

| | |
|-----------------------------|---------|
| Fireman's Fund | \$1,750 |
| London and Lancashire . . . | 1,800 |

— Everett, fr dwg:

| | |
|----------------------------|-------|
| Commercial Union | \$500 |
|----------------------------|-------|

17. Fort Blakely, genl mdse:

| | |
|-------------------------|-------|
| Transatlantic | \$366 |
|-------------------------|-------|

| | |
|-------------------------------|-------|
| 20. New Whatcom, dwg: | |
| London & Lancashire | \$500 |

| | |
|----------------------------|----------|
| Small losses | \$ 7,032 |
| Total Washington | 94,936 |

OREGON.

14. Portland, fr dwg:

| | |
|--------------------|-------|
| Imperial | \$700 |
|--------------------|-------|

| | |
|---------------------------------|-------|
| 27. Portland, mdse & hhd furni: | |
| Prussian National | \$930 |

| | |
|---------------------------|-------|
| 28. Portland, store bldg: | |
| Union, London | \$700 |

| | |
|--------------------------------|-------|
| 30. (Jan.) Portland, brk bldg: | |
| Caledonian | \$315 |

| | |
|------------------------------|-------|
| 30. (Jan.) Portland, saloon: | |
| Continental | \$328 |

| | |
|-----------------------|-------|
| 10. Portland, fr dwg: | |
| Home, N. Y. | \$367 |

| | |
|------------------------|---------|
| 16. Portland, fr bldg: | |
| Springfield | \$1,200 |

| | |
|---------------------------------|---------|
| 25. Island City, dwg and furni: | |
| Fireman's Fund | \$1,000 |

| | |
|--------------------------------|-------|
| 5. Union co., wool in fr barn: | |
| Phoenix, Hartford | \$930 |

| | |
|-----------------------|-------|
| 6. Near Union, dwg: | |
| Home Mutual | \$200 |

| | |
|--------------------------------|-------|
| 22. Ashland, fr dwg and conts: | |
| Home, N. Y. | \$930 |

| | |
|--------------------------------------|---------|
| 29. (Jan.) Athena, fr livery stable: | |
| Norwich Union | \$1,200 |

| | |
|-------------------------|-------|
| 4. La Grande, barn: | |
| Union, London | \$250 |

| | |
|------------------------------|-------|
| 24. Elgin, fr dwg and conts: | |
| German-American | \$200 |

| | |
|----------------------------|-------|
| 5. Elgin, fr dwg and barn: | |
| American of Pa. | \$275 |

| | |
|------------------------------------|---------|
| 3. Roseburg, fr dwg and hhd furni: | |
| Oakland Home | \$1,000 |

| | |
|--|-------|
| 5. Umatilla co., fr dwg and hhd furni: | |
| Caledonian | \$844 |

| | |
|------------------------|--------|
| Small losses | \$ 996 |
| Total Oregon | 12,235 |

IDAHO.

| | |
|------------------------------|-------|
| 20. Pocatello, dwg: | |
| National, Hartford | \$282 |

| | |
|------------------------------|---------|
| 4. Wallace, dwg and conts: | |
| National, Hartford | \$1,000 |

| | |
|-------------------------------------|---------|
| 4. Liver'l & Lon. & Globe | 1,050 |
| 4. Wallace, tailor stock: | |
| Ætna | \$1,281 |

| | |
|-------------------------------------|---------|
| 10. Shoshone co., fr dwg and furni: | |
| Manchester | \$1,500 |

| | |
|--------------------------|---------|
| 14. Weiser, genl fire: | |
| Fireman's Fund | \$2,000 |

| | |
|-----------------------------|----------|
| Phoenix, Hartford | 2,500 |
| Royal | 3,190 |
| Home of N. Y. | 3,000 |
| 3. Moscow, fr store: | |
| Connecticut | \$262 |
| Small losses | \$ 1,285 |
| Total Idaho | 17,350 |

MONTANA.

| | |
|--|----------|
| 4. Butte, iron works: | |
| Continental | \$ 371 |
| Reading | 264 |
| Manufact'r & Builders . . . | 372 |
| Palatine | 1,362 |
| Pennsylvania | 372 |
| Delaware | 372 |
| Transatlantic | 371 |
| 5. Butte, dwg: | |
| National, Hartford | \$1,000 |
| 1. Butte, stock of harness: | |
| Union of London | \$ 800 |
| Niagara | 185 |
| Alliance | 1,000 |
| Transatlantic | 185 |
| 1. Butte, brk bldg: | |
| Palatine | \$200 |
| Transatlantic | 132 |
| 7. (Jan.) Butte, store bldg: | |
| Transatlantic | \$492 |
| 6. Bannock, gen'l mdse: | |
| Palatine | \$150 |
| 9. Laurel, store: | |
| Atlas | \$600 |
| 24. Miles City, dwg: | |
| Lion | \$2,000 |
| 18. Granite, fr dwg and conts: | |
| Phoenix, Hartford | \$1,000 |
| 31. (Jan.) Bozeman, mdse: | |
| Fireman's Fund | \$146 |
| 28. Gallatin co., barley: | |
| Manchester | \$1,400 |
| Caledonian | 2,700 |
| 14. Anaconda ld'g. house, furni, etc. | |
| National Hartford | \$250 |
| Hartford | 313 |
| Palatine | 656 |
| 22. Kalispell, gen'l fire: | |
| American, N. J. | \$ 300 |
| Manchester | 300 |
| Phoenix, London | 500 |
| Phoenix, Hartford | 750 |
| Ætna | 1,000 |
| United States | 1,350 |
| Fireman's Fund | 2,000 |
| 6. Helena, hhd furni: | |
| National, Hartford | \$309 |
| Small losses | \$ 1,264 |
| Total Montana | 17,066 |

WYOMING.

| | |
|------------------------------|--------|
| 7. Cheyenne, fr dwg: | |
| Lion | \$ 485 |
| National, Hartford | 1,000 |
| 24. Rock Springs, fr saloon: | |
| Lion | \$375 |
| Imperial | 375 |

UTAH.

| | |
|---|---------|
| 23. Dec.) Logan, fr store bldg: | |
| N. Y. Underwriters' Age'y \$600 | |
| 21. (Jan.) Brigham City, gen'l mdse: | |
| London | \$598 |
| 12. (Dec.) Summit co., hay and barn: | |
| Continental | \$1,315 |
| 16. (Jan.) Ogden, hhd furni: | |
| Continental | \$181 |
| 1. (Jan.) Ogden, lodgings, etc: | |
| Atlas | \$750 |
| National, Ireland | 750 |
| Small losses | \$ 335 |
| Total Utah | 4,529 |

NEVADA.

| | |
|----------------------------|-------|
| 7. Reno, fr dwg and furni: | |
| North British | \$700 |

HAWAII.

| | |
|---------------------------|---------|
| 23. (Jan.) Waialua, mdse: | |
| Imperial | \$1,000 |
| Fireman's Fund | 1,500 |
| Lion | 1,000 |
| Total | \$3,500 |

ARIZONA.

| | |
|--------------------------------|---------|
| 6. Holbrook, fr bldg and mdse: | |
| Imperial | \$350 |
| National, Hartford | 678 |
| 26. Prescott, stock of meat: | |
| Union, London | \$400 |
| 9. Florence, dwgs: | |
| Hamburg-Bremen | \$1,833 |
| Niagara | 1,833 |
| 19. Flagstaff, dwg: | |
| Alliance | \$500 |
| Small losses | \$ 447 |
| Total Arizona | 6,041 |

COLORADO.

| | |
|---|---------|
| 18. Denver, stock of clothing: | |
| National, Ireland | \$261 |
| Prussian National | 900 |
| 5. Denver, dwg: | |
| Alliance | \$4,000 |
| 13. Denver, brk bldg, engines, etc.: | |
| Manchester | \$250 |
| Svea | 300 |
| 6. Denver, electric power house: | |
| Alliance | \$1,200 |
| Prussian National | 250 |
| Scottish Union | 500 |
| Manufacturers & Builders . . | 400 |
| Royal Exchange | 500 |
| Palatine | 2,150 |
| 30. (Jan.) Denver, dwg and sta- ble: | |
| Prussian National | \$147 |
| 28. (Jan.) Denver, fr dairy: | |
| Royal Exchange | \$500 |
| 13. Durango, smelting works: | |
| Lion | \$300 |

| | |
|---|----------|
| North British | 244 |
| Scottish Union | 600 |
| Imperial | 300 |
| Alliance | 750 |
| National, Hartford | 413 |
| Manchester | 600 |
| Atlas | 203 |
| — Manitou, bar fixtures and furni: | |
| Manchester | \$500 |
| 9. Colorado Springs, paint wrks: | |
| National, Hartford | \$1,418 |
| 8. Colorado City, brk bldg and machinery: | |
| Imperial | \$1,000 |
| Lion | 1,000 |
| Manufacturers & Builders . . | 1,398 |
| 7. Arapahoe co., hay in stack: | |
| Alliance | \$800 |
| 15. (Jan.) Pueblo, saloon: | |
| Imperial | \$500 |
| 26. Leadville, fr bldg and tail- or's stock: | |
| North British | \$1,500 |
| Lion | 600 |
| 13. Leadville, bldg and mchy: | |
| Imperial | \$312 |
| Lion | 187 |
| 25. Leadville, mdse and fr bldg: | |
| Imperial | \$300 |
| Manufacturers & Builders . . | 500 |
| 21. Loveland, mdse in frame: | |
| Scottish Union | \$1,000 |
| 28. (Jan.) Evergreen Lakes, fr hotel: | |
| North British | \$980 |
| 19. Montrose, fr dwg: | |
| North British | \$1,000 |
| 21. Copper Rock, fr hotel: | |
| Palatine | \$625 |
| Small losses | \$ 2,265 |
| Total Colorado | 30,585 |

NEW MEXICO.

| | |
|---------------------------------|-----------|
| 16. Albuquerque, dwg and furni: | |
| Scottish Union | \$ 800 |
| Royal | 2,500 |
| 20. Santa Fe, bldg: | |
| California | \$100 |
| Total | \$ 3,400 |
| Total outside territory | \$192,577 |

CALIFORNIA.

| | |
|-----------------------------------|---------|
| 27. Danuba, saloon: | |
| Fireman's Fund | \$125 |
| 5. Bakersfield, fr dwg and furni: | |
| Imperial | \$356 |
| Lion | 792 |
| 14. Durham, mdse and fr bldg: | |
| Fireman's Fund | \$2,000 |
| Hartford | 5,000 |
| Palatine | 2,500 |
| Ætna | 1,000 |

9. (Jan.) Grass Valley, quartz mill, bldg and mach'y: North British . . . \$1,263
7. Colusa co., fr dwg and barn: Phenix, Brooklyn . . . \$500
17. Benecia, fr tannery: Palatine . . . \$250
Phoenix, London . . . 250
Alliance . . . 132
23. Armona, saloon: Transatlantic . . . \$670
13. Chico, lodge furni: Phenix, Hartford . . . \$250
Home, N. Y. . . . 250
27. Haywards, fr bldg and gen'l mdse: American Central . . . \$350
Oakland Home . . . 184
Commercial Union . . . 230
Westchester . . . 350
German-American . . . 750
5. (Jan.) Kern co., dwg and conts: Continental . . . \$516
12. Glenn co., barn: Springfield . . . \$800
3. Centreville, dwg and furni: Home Mutual . . . \$1,322
11. Fresno co., dwg and hhd furni: Home Mutual . . . \$950
23. Fresno co., fr dwg and barn: Phenix, Brooklyn . . . \$2,000
19. Fresno co., dwg and furni: New Zealand . . . \$381
4. Fresno co., brk bldg: Phenix, Brooklyn . . . \$3,000
Pennsylvania . . . 2,000
State of Pennsylvania . . . 2,500
Greenwich . . . 2,500
9. Los Angeles, hhd furni: Imperial . . . \$675
12. Los Angeles, dwg: Fireman's Fund . . . \$2,200
11. Los Angeles, hhd furni: Prussian National . . . \$319
10. Los Angeles, conts dwg: Hartford . . . \$110
13. Los Angeles, fr dwg: United States . . . \$200
8. Los Angeles, dwg: Phenix, London . . . \$1,132
10. Los Angeles, hhd furni: Phenix, Brooklyn . . . \$500
13. Los Angeles, fr dwg: Oakland Home . . . \$1,100
18. Los Angeles, warehouse: Magdeburg . . . \$115
- Los Angeles, fr dwg and hhd furni: Commercial Union . . . \$1,085
27. Los Angeles, fr dwg and conts: Home, N. Y. . . . \$975
27. Los Gatos, hhd furni: Liv'l and Lon and Globe . . . \$280
12. (Jan.) Los Angeles, mach'y: New Zealand . . . \$291
20. Napa co., winery: Sun, S. F. . . . \$1,130
London & Lancashire . . . 3,000
Hartford . . . 2,715
North British . . . 1,130
Fireman's Fund . . . 2,974
Rhode Island . . . 94
Scottish Alliance . . . 924
State of Pennsylvania . . . 924
Total . . . \$13,591
17. St. Helena, wine cellar: London . . . \$2,500
6. [Jan.] Nevada City, boarding house: National, Ireland . . . \$137
13. Oakland, mdse: Orient . . . \$137
Prussian National . . . 137
24. Oakland, dwg and hhd furni: Commercial Union . . . \$2,000
26. Oakland, mdse in brk: Liv' & Lon. & Globe . . . \$250
23. Pasedna, fr barn: Imperial . . . \$300
24. Redlands, fr dwg: Scottish Union . . . \$200
16. Red Bluff, bldg and pianos: Orient . . . \$ 200
London & Lancashire . . . 1,000
12. Red Bluff, hhd furni: Palatine . . . \$375
11. Red Bluff, bldg: London & Lancashire . . . \$400
15. Red Bluff, hhd furni: Palatine . . . \$450
4. Sanger, gen'l fire: London & Lancashire . . . \$1,500
Orient . . . 491
Fireman's Fund . . . 1,500
Phoenix, Hartford . . . 1,120
Ætna . . . 1,046
London . . . 2,450
Lancashire . . . 1,000
St. Paul . . . 201
Phenix, Brooklyn . . . 667
American. Pa. . . . 1,001
Caledonian . . . 277
Total . . . \$11,253
8. (Jan.) Selma, hhd furni: New Zealand . . . \$316
16. Sutter co., society hall: Liv'l and Lon. and Globe . . . \$700
1. San Diego co., dwg: Helvetia . . . \$650
19. Stockton, dwg: National, Hartford . . . \$825
18. Stockton, conts fr dwg: Liv'l and Lon. and Globe . . . \$300
22. Stockton, dwg and conts: Ins. Co. of N. A. . . . \$141
3. Sacramento, dwg: London & Lancashire . . . \$3,000
16. Sacramento, mdse on stmr: Ins. Co. of N. A. . . . \$2,500
Manchester . . . 1,000
Caledonian . . . 1,000
2. Sacramento, brk dwg: Home, N. Y. . . . \$1,500
17. (Jan.) Sacramento, fr dwg: Queen . . . \$255
23. (Jan.) Santa Barbara co., dwg, etc.: New Zealand . . . \$600
- Santa Barbara, fr dwg and furni: Oakland Home . . . \$700
15. San Bernardino, fr barn: Oakland Home . . . \$250
19. San Bernardino, dwg and conts: Norwich Union . . . \$700
25. San Bernardino, dwg and conts: Westchester . . . \$800
Hartford . . . 800
14. San Jacinto, printing office: Hartford . . . \$100
28. San Jose, fr fruit curing blg: Commercial Union . . . \$3,500
- San Jose, saloon: Alliance . . . \$300
24. San Jose, fr dwg and conts: Phenix, Hartford . . . \$1,200
20. San Jose, bldg: London & Lancashire . . . \$1,100
8. San Mateo co., fr bldg: Phenix, Brooklyn . . . \$2,000
- San Mateo co., farm prop'ty: Oakland Home . . . \$200
21. (Jan.) Visalia, bldg and saloon: North British . . . \$1,294
12. Ventura co., dwg and conts: London . . . \$200
Hartford . . . 800
17. Yolo co., dwg: Sun, S. F. . . . \$1,500
- Yolo co., barn: Alliance . . . \$2,330
13. Yuba co., fr dwg and conts: Ætna . . . \$600
3. Willows, fr barn: Phenix, Hartford . . . \$250
2. Willows, fr dwg: Agricultural . . . \$746
23. Winters, fr warehouse: Hartford . . . \$832
3. Woodland, fr barn: Phenix, Hartford . . . \$150
- Small losses . . . \$ 8,659
- Total Cal. S. F. ex. 121,991

| SAN FRANCISCO. | |
|--------------------------------------|----------|
| 26. Gen'l fire (Golden Rule Bazaar): | |
| Hamburg-Magdeburg | \$ 2,500 |
| Magdeburg | 3,000 |
| American, N. Y. | 200 |
| British-America | 1,500 |
| American, Mass. | 1,000 |
| Franklin | 800 |
| Williamsburg City | 500 |
| North German | 5,100 |
| Patriotic | 356 |
| Greenwich | 2,500 |
| Phenix, Brooklyn | 4,500 |
| American, Pa. | 2,150 |
| Ins. Co. of N. A. | 3,694 |
| Helvetia | 4,600 |
| Providence - Washington | 1,500 |
| Orient | 1,500 |
| Westchester | 2,500 |
| Springfield | 2,500 |
| Imperial | 3,150 |
| Prussian National | 4,055 |
| American Central | 150 |
| Transatlantic | 800 |
| Hartford | 1,775 |
| Phoenix, Hartford | 4,500 |
| Royal | 9,000 |
| Norwich Union | 5,500 |
| Home Mutual | 2,000 |
| Svea | 1,250 |
| North British | 2,000 |
| Lion | 3,150 |
| Palatine | 10,740 |
| Etna | 1,300 |
| London & Lancashire | 1,500 |
| Reading | 2,300 |

| | |
|--------------------------|-----------|
| Granite State | 300 |
| Fire Association of Pa. | 3,250 |
| Fireman's Fund | 450 |
| National of Hartford | 2,500 |
| London | 2,500 |
| Liv'l and Lon. and Globe | 7,350 |
| Hamburg-Bremen | 2,000 |
| Alliance | 600 |
| N. Y. Underwriters | 6,000 |
| United Firemen's | 1,000 |
| Germania, N. Y. | 1,971 |
| Hanover | 1,000 |
| National, Hartford | 813 |
| Traders | 1,500 |
| Union | 2,000 |
| Aachen & Munich | 5,000 |
| Merchants | 2,500 |
| Glens Falls | 2,500 |
| Total | \$136,204 |
| 13. Crockery: | |
| Continental | \$813 |
| United States | 813 |
| Delaware | 813 |
| Manchester | 930 |
| Traders | 813 |
| 10. Brk bldg: | |
| Queen | \$212 |
| 13. Fr saloon: | |
| Royal Exchange | \$500 |
| 11. Dwg: | |
| London & Lancashire | \$104 |
| 15. Dwg: | |
| London & Lancashire | \$1,250 |
| 16. Fr dwg and conts: | |
| Lancashire | \$3,701 |
| 4. Fr bldg: | |
| Etna | \$164 |

| | |
|----------------------------------|-----------|
| 10. Drugs: | |
| American, Pa | \$500 |
| Pennsylvania | 500 |
| 12. Bldg: | |
| Fireman's Fund | \$353 |
| 28. Dwg: | |
| Phoenix, London | \$140 |
| 6. Bldgs: | |
| Prussian-National | \$625 |
| 12. Brk bldg: | |
| Sun, S. F. | \$423 |
| Prov-Washington | 211 |
| Orient | 211 |
| 11. Spice mills, teas, etc: | |
| New York Underwriters | \$1,400 |
| Helvetia | 3,100 |
| Baloise | 350 |
| Transatlantic | 2,500 |
| North German | 900 |
| United Firemen's | 875 |
| Aachen & Munich | 600 |
| Traders | 600 |
| Prussian National | 1,125 |
| 6. Fr bldg: | |
| American, N. Y. | \$625 |
| 20. Fr dwg: | |
| Hamburg-Magdeburg | \$207 |
| 21. Conts dwg: | |
| Merchants | \$250 |
| Small losses | \$7,185 |
| Total San Francisco | \$176,997 |
| Total California | \$298,898 |
| Total Coast | 491,475 |
| Total Coast same month last year | 277,968 |

Our Australian correspondent sends us the following circular: Christmas, 1893. To the fire underwriters of Dunedin: Fellow idiots, —Accept my cordial greetings at this festive season. This is indeed a time for mutual congratulation! We have truly shown a spirit of self-sacrifice (of our companies' interest) that has awakened the admiration of all premium payers, great and small. Vive la guerre! Let our motto continue to be "I'll go one better." Hurrah! to-day the cry is "English v. Colonials," and the audience applaud to the echo. To-morrow let it be "Unlimited v. Limited," next day "A to M v. N. to Z." Keep the merry ball a-rolling. What says the white-livered cur! "It is easier to break down than to build up." Down with him. Shall we let him spoil our fun, and at this joyous season too? Vive l'Anarchie! Smash tariffs, smash average agreement, smash associations, smash everything. Our millennium is dawning. To wish you a merry Christmas and Happy New Year would be superfluous. They are inevita-

ble.—Yours affectionately, Fire Underwriter, Seaciff, 24th December, 1893.

It is Young, Though.—The close of the second year of the Life-Insurance Clearing Company of St. Paul, Minn., presents so much added experience in the matter of the specific insurance of impaired lives. Actuary Fouse reports that while the premium receipts in 1893 exceeded \$45,000 the aggregate losses paid since organization amount to only \$7,547.44.—Ex.

The big companies have taken pleasure in the disappearance of so many small companies—perhaps have contributed thereto. What do they think of the fungus growth on the little companies' graves—the numerous Lloyds?

Heavy snow in the mountains—which "means" good crops and easy mining this year in California. The grain insurers will have to take into consideration big crops this year, with last year's crop unsold.

—W. J. Cark & Co., agents at Seattle, have gone out of business.

The Coast Review Extra!

VOL. 47.

MARCH, 1894.

NO. 3.

The Lucky Man!

ROLLA V. WATT

Appointed General Agent for Pacific
Coast of the

ROYAL AND NORWICH
UNION.

United States Managers Beddall and Hare, of the Royal and Norwich Union respectively, after carefully and deliberately considering the names of the several nominees and applicants for the position of manager of the Pacific Coast department of their companies, have selected Rolla V. Watt, at present the Coast representative of the American Central, Delaware and Pacific. Mr. Watt's portrait appears most opportunely in this month's Coast Review, together with a brief biographical sketch.

The Coast Review, giving printed expression to the gentleman's many friends on this Coast, heartily congratulates Mr. Watt on his good fortune.

Jno. R. Hillman probably succeeds Mr. Watt as general agent of the American Central, Delaware and Pacific. Mr. Hillman has been appointed general agent pro tem.



Rolla V. Wells

President Fire Underwriters' Association of the Pacific.

AND MANAGER PACIFIC DEPARTMENT.

AMERICAN CENTRAL, DELAWARE AND PACIFIC FIRE INSURANCE CO'S

AND THE

LLOYDS PLATE GLASS INSURANCE CO.

German-American Insurance Company.

Perhaps the most strikingly successful fire insurance company in the world, taking into consideration age, accumulations and business, is the German-American Insurance Company of New York. Organized in 1872, it has rapidly increased its business, and last year wrote over \$3,000,000 in premiums. Its prosperity has enabled it to pay large dividends and at the same time pile up a large surplus for the extra security of its policyholders.

The German-American's annual statement presents the following figures: Assets, \$5,997,403; net surplus, \$1,657,353; surplus to policyholders, one million dollars more; premium receipts, \$3,020,626.

The German-American is among the leaders in assets and surplus funds and premiums; and is at the head of all companies of its age in volume of business. This fact is prophetic of future growth. Only four American companies—all older—exceed the German-American in fire risks in force.

Under the management of Geo. H. Tyson the German-American writes a quarter of a million premiums in this field yearly, with an exceedingly low loss ratio.

Rolla V. Watt.

THE NEW PRESIDENT OF THE FIRE UNDERWRITERS' ASSOCIATION OF THE PACIFIC.

The election of Rolla V. Watt to the presidency of the Fire Underwriters' Association of the Pacific is an opportune time for us to present the readers of the Coast Review with a portrait of the gentleman.

Mr. Watt is a native of Ohio. He was born in Preble county in that state in 1857. He began his business life in mercantile pursuits. In 1876 he came to San Francisco, and a few years later entered the insurance business, in which he has made a noteworthy success.

In 1882 Mr. Watt entered the service of Messrs. Smith & Snow, then general agents of the American Central, Metropole, Manhattan, Northwestern National and Reassurance Generale. Starting as clerk, he subsequently became special agent and adjuster, and then city agent.

In April, 1887, he succeeded to the general agency, representing the American Central, Amazon and Pacific, with agency premiums of \$69,857. Three months later the Liberty of New York came into the agency for California fire department towns. In 1891 the Amazon

retired and the Liberty reinsured. The Liberty was very successful in this field, writing in Mr. Watt's agency \$65,626 premiums with only 28 per cent. loss ratio in 1890. In 1891 the Delaware came to the Coast and entered this agency.

Since Mr. Watt assumed the management of this agency the premiums have increased from \$79,774 to \$153,492. The average loss ratio has been exceedingly low.

Mr. Watt gives personal attention to field work, traveling his territory over once a year at least, and visiting some parts of it twice a year. He is a conservative manager and popular with the local.

His duties as a member of the Pacific Insurance Union are not neglected, we are assured, from the fact that he is finishing his second term as member of the executive committee of that body of underwriters. He is also chairman of the sub-committee on deviations, and is a member of the committee on rules and rates.

Mr. Watt has always taken an active interest in the Fire Underwriters' Association of the Pacific. He has written several papers for the annual meetings. A year ago he was elected vice-president of the association. Last month he was elected president.

Always interested in the welfare and growth of the church of which he is a member, Mr. Watt takes a leading part in the work which devolves on the more energetic laymen. The duties of the citizen are not slighted. Mr. Watt stands up boldly for the political principles which he believes contribute most to good government, sound finances and general prosperity. At present he is also secretary of the "relief committee for the unemployed," to which he has devoted much time and has during the past three months.

While insurance is a matter of rule, rigorous system, defined regulation, yet after all there is possibly no social interest in which personal ability, purpose and action exercise more influence in determining the results. It would seem that Kimball C. Atwood, of the Preferred Accident, of New York, is of those who are to determine the future character of accident insurance in the United States. The work that he has done in connection with such insurance is remarkable, whether his hand has been seen or known in the work or not. Mr. Atwood is referred to by The Surveyor as declaring his views as to new features coming out of the evolution of the business, and the non-survival of such features as it has

been found best to let go. We would state in connection with this, that what are called annuity supplements are now issued to any holder of a Preferred Accident policy, such a supplementary insurance paying \$5 to \$10 per week during life to the beneficiary of a policy where the insured by the policy has been accidentally killed—premium therefor \$5 or \$10 per annum.—American Exchange & Review.

New England Mutual Life Insurance Company.

One of the safest and soundest insurance companies in the world is the New England Mutual Life, of Boston, says a valued Philadelphia exchange. The directors made its fiftieth annual report to its members on the 22d of January last. The company is purely mutual and makes annual distributions of surplus, liberality and equity being its leading characteristics. The conditions in regard to travel and residence are worthy of consideration, and here we would say parenthetically—those who are proposing to insure their lives should examine its application and policy form. This company in its conduct of business is governed by the Massachusetts law, which provides that:

First.—No policy shall become forfeited or void for non-payment of premium, after the payment of two annual premiums.

Second.—In default of payment of subsequent premiums, it is binding on the company to issue a paid up policy, as provided for according to the published tables.

The business of this company has always been done conservatively, but taking one year with another, insurances have been issued to secure a healthy growth. During the year ending December 31, 1893, this company issued 3,477 policies, insuring \$9,553,156. There was paid for matured and discounted endowments upon 100 persons, \$242,734. At the end of the year the gross assets were \$23,204,162.58. The surplus was \$1,666,635.28, from which a dividend of \$550,000 was declared to the policy-holders, payable during the ensuing year.

The New England Mutual, says the United States Review, adheres to the forms of ordinary life and endowment

policies. It does not issue tontine policies. Its business, as we have already intimated, is conducted absolutely and solely in the interest of the insured. The president of the company, B. F. Stevens, is, we believe, the life insurance president who has held the position of chief executive for a larger number of years than any of his co-laborers. He is broad, able, earnest, honest, efficient. He also possesses a full knowledge of the theory practice of the work. For the services he has rendered to the business, he is entitled to the highest regard not only from every policyholder, but also from every man who is in any way concerned in upholding the work of sound underwriting.

H. K. Field is the very successful representative of the New England Mutual on this Coast.

Fire Underwriters' Association of the Pacific.

The eighteenth annual meeting of this association was held in San Francisco last month. The attendance was the largest in the history of the association. The meeting closed with the usual banquet.

We are able to print long extracts from nearly all the papers read at the several sessions, and next month we shall print extracts for which we can find no room in this issue—as "The Press as an Adjuster," by V. Carus Driffeld; "Observations," by Calvert Meade, and other papers.

It seems to us that the papers are really better this year than ever before—more to the point, and more earnest. The reader, however, can judge for himself, from the selections printed elsewhere. The apologies of the writers for the papers, on the ground of haste, suggest, in view of the prevailing excellence, that in the future the president should allow the members only a brief while in which to prepare papers.

At the close of the meeting the following officers were elected for the ensuing year: President, Rolla V. Watt, whose picture we present our readers this month; vice-president, V. Carus Driffeld; secretary and treasurer, R. W. Osborn.

Fourteen Years' Pacific Coast Fire Business.

| CALIFORNIA COMPANIES. | | | |
|-----------------------|--------------|-------------|--------|
| Year. | Premiums. | Losses. | Ratio. |
| 1880. | \$1,151,027 | \$425,059 | 37.9 |
| 1881. | 1,199,544 | 447,082 | 37.5 |
| 1882. | 1,338,475 | 559,481 | 41.9 |
| 1883. | 1,435,592 | 579,686 | 40.0 |
| 1884. | 1,467,392 | 596,796 | 40.8 |
| 1885. | 1,459,857 | 545,726 | 37.4 |
| 1886. | 1,756,895 | 767,370 | 43.8 |
| 1887. | 1,900,748 | 656,166 | 34.5 |
| 1888. | 2,033,709 | 866,936 | 42.4 |
| 1889. | 2,363,672 | 1,540,922 | 65.1 |
| 1890. | 2,297,313 | 928,328 | 40.4 |
| 1891. | 1,820,011 | 679,461 | 37.3 |
| 1892. | 1,440,844 | 646,352 | 44.9 |
| 1893. | 1,188,278 | 565,060 | 47.5 |
| Totals . . . | \$22,844,352 | \$9,799,028 | 42.9 |

| OTHER-STATE COMPANIES. | | | |
|------------------------|--------------|--------------|--------|
| Year. | Premiums. | Losses. | Ratio. |
| 1880. | \$1,348,202 | \$500,874 | 37.2 |
| 1881. | 1,471,020 | 594,988 | 41.3 |
| 1882. | 1,538,261 | 736,058 | 47.8 |
| 1883. | 1,911,478 | 803,783 | 42.0 |
| 1884. | 2,290,057 | 760,885 | 33.3 |
| 1885. | 2,158,356 | 1,006,971 | 46.6 |
| 1886. | 2,430,652 | 1,253,057 | 51.1 |
| 1887. | 2,571,156 | 964,237 | 37.5 |
| 1888. | 2,870,810 | 1,349,835 | 46.6 |
| 1889. | 3,377,709 | 3,025,746 | 89.6 |
| 1890. | 3,880,881 | 1,656,171 | 43.5 |
| 1891. | 4,790,613 | 1,759,585 | 36.5 |
| 1892. | 4,890,000 | 2,032,617 | 41.5 |
| 1893. | 4,418,129 | 2,261,548 | 51.2 |
| Totals . . . | \$39,947,325 | \$18,698,355 | 46.8 |
| Am'n Co.'s | | | |
| Totals . . . | \$62,791,677 | \$28,497,383 | 45.4 |

| FOREIGN COMPANIES. | | | |
|--------------------|--------------|--------------|--------|
| Year. | Premiums. | Losses. | Ratio. |
| 1880. | \$2,155,943 | \$746,810 | 34.6 |
| 1881. | 2,276,763 | 708,685 | 31.1 |
| 1882. | 2,657,783 | 1,424,396 | 53.6 |
| 1883. | 2,710,403 | 1,271,582 | 46.5 |
| 1884. | 2,583,497 | 994,106 | 38.5 |
| 1885. | 2,273,484 | 1,177,771 | 43.2 |
| 1886. | 2,957,018 | 1,626,200 | 55.1 |
| 1887. | 3,329,333 | 1,302,962 | 39.1 |
| 1888. | 3,653,403 | 1,787,709 | 48.9 |
| 1889. | 3,921,191 | 3,460,667 | 88.3 |
| 1890. | 4,293,644 | 1,845,363 | 42.9 |
| 1891. | 5,020,346 | 1,869,839 | 37.2 |
| 1892. | 5,815,724 | 2,674,519 | 46.0 |
| 1893. | 5,806,411 | 2,869,222 | 49.4 |
| Totals | \$49,904,950 | \$23,759,831 | 47.6 |
| Grand totals . | 112,696,627 | 52,257,214 | 46.4 |

Loss figures for 1893 are losses incurred, which represent the actual experience more nearly than losses paid, owing to the

new rule postponing payment until the expiration of 60 days.

We do not hear now of any life company's limiting its new business to \$100,000,000.

Milwaukee Mechanics Insurance Company.

This forty-two-year-old company, formerly represented in this field, has opened an agency in San Francisco. Secretary Cramer, after considering many applicants, appointed Special Agent Warren as general agent for the company.

The Milwaukee Mechanics Insurance Co. has been very successful, increasing its business yearly and adding steadily to its assets and reserve funds.

The annual statement contains the following attractive figures: Assets, \$2,000,010; net surplus, \$1,003,572—over five times the paid-up capital. Local agents will note this rare fact with satisfaction. Premiums in 1893, \$886,863, a gain of \$103,000. The company has been a money-maker, and while increasing its surplus funds it has been able to deal liberally with its stockholders.

A. M. Warren, the new general agent for this Coast, is a native of Wisconsin. He has been engaged in the insurance business in this field for about six years, as special agent and adjuster for the Oakland Home. He is a hard worker and is popular with the local agents. Mr. Warren is the youngest general agent on the Coast, being under thirty, and is to be congratulated on securing the general agency of such an old and substantial company as the Milwaukee Mechanics.

Mr. Warren will have temporary office at 421 California street.

J. D. Maxwell has been appointed manager of the San Francisco department of the company.

Publisher's Notice.

Subscriptions may begin with any number in the year. Unless otherwise ordered, the subscription will begin with the current month.

Discontinuances.—By request of many subscribers, subscriptions are discontinued only on receipt of instructions to that effect.

Addresses.—Post-office boxes or street and number should be included in the address.

Changes (or errors or discontinuances) should be reported to the publisher. Notice of former address should accompany notice of new address.

Advertising Rates are reasonable. Every agent on the Pacific Coast receives the Coast Review regularly or occasionally.

Chips.

—The Commercial Union has absorbed the West of England Fire Insurance Co., which has an annual premium income of \$500,000.

—The Fidelity & Casualty Company has opened a branch office in Detroit, Mich., with J. J. Benson as resident manager for the department of Michigan and Indiana.

—The Transatlantic figures in our fire underwriting for 1893 table, last month, should have been: United States assets, \$654,433; net surplus, \$306,792.

—A contemporary remarks that the resignation of President Hart seems to have taken the heart out of the management of the Columbian Fire.

—Our table of assets and surplus of fire offices, last month, contained an error. The North British was credited with small figures compared with the correct ones. The North British has \$3,419,141 assets in this country. Of this sum, \$1,005,589 is surplus over all liabilities. The net premium income in 1893 was \$2,402,078, a gain of \$33,000. S. P. Blagden is United States manager, and Tom C. Grant represents the company in this field, where its premium income last year was over a quarter of a million.

—Among the insurance men of the Pacific northwest who visited San Francisco last month were: H. M. Grant, secretary Northwest Fire and Marine; J. A. Marston, special for Balfour, Guthrie & Co.; E. T. Niebling, special for Commercial Union; Phil. Gibson, general insurance agent, Great Falls, Mt.; R. P. Fabj, special Fireman's Fund; J. S. Fuller, special Royal and Norwich Union; W. H. Gibbons, special agent Brown, Craig & Co.; M. J. Green, special agent Continental; J. H. McKowen, adjuster; B. D. Smalley, adjuster; I. S. Watson, special agent Home Mutual.

—J. B. Fuller, a prominent insurance agent at Marysville, Cal., has been appointed by Gov. Markham a bank commissioner of this state. Mr. Fuller is a prominent business man, a popular and genial gentleman, and will make an excellent bank commissioner. He has taken in a partner in his insurance and real estate business in Marysville. The partner is James K. O'Brien, and the firm name is Fuller & O'Brien. They represent a large line of fire companies as well as life and accident companies. They also take *The Coast Review* and one or two leading Eastern journals.

—J. N. Watson, insurance agent at Placerville, was in the city last week.

—Walter M. Field of Easton, Eldridge & Co., San Jose, called last week.

—Chas. E. Williard, agency manager of the Provident Savings, has been elected second vice-president.

—Edgewater, Wash., had a fire, and there was no water for the bucket brigade. The dwelling burned.

—It is an easy matter to organize a New York Lloyd's. Tacoma Robt. Burns has organized one.

—Geo. L. Hazzard, representing Fireman's Fund and Aetna at Whittier, Cal., is in town, "doing" the Midwinter Fair. Mr. Hazzard is an enterprising young local, who is bound to "get there."

—As we are closing the last form of the March number we receive the information that E. W. Carpenter has tendered his resignation as manager of the Pacific Coast department of the Royal and the Norwich Union. His resignation has been accepted by Mr. Bedall and Mr. Hare, United States managers, who are now in this city. The causes leading up to this resignation make a long story. For the want of space, the discussion of this matter is reserved for our next issue.

The Farmers' Alliance and Industrial Union of California has organized a fire insurance department, and claims authority under section 451 of the civil code, exempting assessment companies from the insurance laws. This question has been settled in two superior courts in the negative. The Farmers' Alliance has no legal right to do a fire insurance business in California, and whoever represents it in the writing of such business is liable to fine and imprisonment.

—Manager Hindman of the Columbian Fire made preparations for a permanent Coast department and for a large business. He spent a great deal of time—and more money—in fixing up his office on California street. The furniture is something gorgeous, costing \$4,600, though the office lacked much of being completely furnished. This expenditure is a "dead horse," so far as the late lamented Columbian Fire is concerned. The refusal of the Michigan insurance commissioner to accept the annual statement, on technical grounds, killed the company. The receiver's report is awaited with much interest by creditors.

—Spencer, Zwick & Van Wyck is the name of a Seattle firm of insurance agents.

—A. W. Hart is organizing the Insurance Company of New York, with \$200,000 capital.

—The Insurance World Comparative Fire Chart is out. This is the most reliable chart we receive.

—The Coast Review Chart is in course of preparation. Have you any suggestions to make? "Surplus to policyholders" will be given hereafter.

—State Controller Colgan has begun suit against Insurance Commissioner Wilson and his bondsmen for the recovery of \$2,988 fees deposited in the Pacific bank.

—"They can advertise this as a fire-proof hotel all they've a mind ter," said Uncle Treetop, as he threw his coat over the rum omelette and extinguished the flame; "but I'm hanged if I want ter chance it."—Puck.

—Here is a fair sample of Pacific Coast news in an Eastern paper: "The Pacific Insurance Union held a meeting at San Francisco Feb. 15, but adjourned to Feb. 27, to allow a special committee to investigate certain complications which have arisen in England."

—The Mutual Reserve Fund has settled the Austin claim. It has been resisted on the ground that Austin was not dead. Austin was a certificate holder to the extent of \$15,000. The M. R. F. seems to have come to the conclusion that Austin is really dead.

—In the suit of Mrs. Theodore Marceau, *nee* Fiske, against the Travelers Insurance Company, the supreme court of California, February 15, decided in favor of the plaintiff. Her former husband, John Fiske, was shot and killed in Fresno by a "crank" named Stillman, who was subsequently convicted of murder. Payment was refused on the ground that one of the conditions of the policy was that the policyholder should not meet death by "intentional accident." The plaintiff claimed that Stillman was insane, and the killing was therefore not "intentional." Against this the defendant company instance the fact of Stillman being convicted of murder, thus proving, to the jurymen's minds at least, his sanity. It being shown, however, that no plea of insanity had been set up at Stillman's trial, and that consequently this issue was in doubt, the jury awarded Mrs. Marceau the amount sued for, and this judgment was upheld on appeal by the supreme court.

FORTY-EIGHTH ANNUAL STATEMENT OF THE CONNECTICUT MUTUAL Life Insurance Co. of Hartford, Conn.

NET ASSETS, January 1, 1893 . . . \$59,937,395 74

Received in 1893.

| | |
|----------------------------------|----------------|
| For Premiums | \$4,623,200 08 |
| For Interest and Rents | 3,144,574 64 |
| Profit and Loss | 8,355 82 |
| | \$7,776,133 54 |

\$66,813,529 28

Disbursed in 1893.

| | |
|---|----------------|
| For claims by death and matured endowments | \$3,970,458 56 |
| Surplus returned to policy- holders | 1,256,201 69 |
| Lapsed and Surrendered Policies | 597,355 08 |

| | |
|--|----------------|
| Total to policy-holders | \$5,824,015 33 |
| Commissions to agents, Salaries, Medical Exam- iners' fees, printing, ad- vertising, legal, real es- tate and all other exp'es | 770,158 09 |
| TAXES | 293,156 27 |
| | \$6,887,329 69 |

Balance Net Assets, Dec. 31, 1893 . . . \$59,926,199 59

Schedule of Assets.

| | |
|--|-----------------|
| Loans upon Real Estate, first lien . . . | \$37,669,494 86 |
| Loans upon Stocks and Bonds | 12,849 50 |
| Premium Notes on Policies in force . . . | 1,351,625 21 |
| Cost of real estate owned by the Com'y . | 7,105,311 33 |
| Cost of United States and other bonds . | 12,423,628 55 |
| Cost of bank and railroad stocks | 380,960 25 |
| Cash in banks | 973,999 00 |
| Cash in office | 3,813 39 |
| Bills receivable | 990 67 |
| Agents' ledger balances | 3,526 83 |

\$59,926,199 59

| | |
|---|----------------|
| ADD | |
| Interest due and accrued . \$1,010,541 36 | |
| Rents accrued | 8,271 27 |
| Market value of stocks and bonds over cost | 224,102 70 |
| Net deferred premiums | 194,289 69 |
| | \$1,437,205 02 |

Gross Assets, Dec. 31, 1893 . . . \$61,363,404 61

| | |
|---|-----------------|
| LIABILITIES: | |
| Amount required to re-in- sure all outstanding policies, net, Com- pany's standard | \$53,817,154 00 |
| All other liabilities | 1,098,222 74 |
| | \$54,915,376 74 |

| | |
|--------------------------------------|----------------|
| SURPLUS by Company's standard . . . | \$6,448,027 87 |
| SURPLUS by state reports will exceed | \$7,250,000 00 |

| | |
|--|------------------|
| Ratio of expenses of management to re- ceipts in 1893 | 9.90 per cent |
| Policies in force Dec. 31, 1893, 65,701 | |
| Insuring | \$156,994,498 00 |

| | |
|----------------------------|----------------|
| JACOB L. GREENE, | President |
| JOHN M. TAYLOR, | Vice-President |
| EDWARD M. BUNCE, | Secretary |
| DANIEL H. WELLS, | Actuary |

JAS. L. FOGG, District Superintendent,
A. K. P. HARMON, Jr., Asst. Dist. Supt.,
Pacific Coast Agencies,
F. R. NOYES, General Agent.
Rooms 30 and 31 Mills Building, San Francisco.

—The American of New York has reinsured the entire Western business of the Granite State.

—August Helbing, for many years a broker in this city, has been appointed city agent for the Royal and Norwich Union. Mr. Helbing has a large circle of acquaintances.

—United States Manager Alfred C. Edwards, of the London Guarantee and Accident Insurance Company, died at Chicago, February 12, of pneumonia, after a sickness of but four days.

—Secretary and Manager Grant of the Northwest Fire and Marine Ins. Co., of Portland, attended the recent annual meeting of the Fire Underwriters' Association of the Pacific. Mr. Grant visited the Midwinter Fair, and he expresses himself as well pleased with it.

—Henry Tuck, vice-president of the New York Life Insurance Co., and Wm. M. Adams, manager of the policy department, visited this city last month. These gentlemen are on a tour of inspection of agencies "around the world." They left for China, on the steamer China's last trip.

—The home office of the Lion Fire Insurance Company reports a total income of \$997,965 in 1893. During the last quarter-year the business of the Lion Fire has shown a marked improvement. The assets of the company are \$1,108,095. The Lion is represented on the Coast by Wm. Sexton.

—The Aetna Life Insurance Co. of Hartford reports \$40,267,953 assets on January 1, a gain of some \$1,600,000. The surplus is \$6,326,922, a gain of \$300,000. The Aetna Life pays continuously increasing dividends to its policyholders. J. E. Meyers represents the life department and J. H. Stevens the accident department in this field.

—Failures in the United States last year were 1.5 per cent of total business firms. This was an increase of 50 per hundred failures as compared with 1892's failures. The total liabilities of failed individuals and corporations were \$403,000,000, or four times the corresponding total of 1892. The proportion of assets to liabilities was larger.

—J. D. Maxwell, general agent of the Firemen's of Newark, the Union Casualty and the New York Plate Glass, and city agent for the Oakland Home and other companies, wrote \$82,213 San Francisco premiums in 1893; also \$4,762 plate glass premiums and \$57,908 casualty premiums, making the total premiums of the agency last year \$144,883.

TWENTY-SEVENTH ANNUAL STATEMENT OF THE **Union Central Life Insurance Co.** OF CINCINNATI.

Net Assets, January 1, 1893 \$8,963,672 92

RECEIPTS.

Premiums \$2,775,974 42
 Interest, discount and rents 621,910 59
 \$3,397,885 01
 \$12,361,557 93

DISBURSEMENTS.

Death Claims \$ 518,456 24
 Matured Endowments 57,578 82
 Surrendered policies, cash dividends and annuities 435,137 83
 Total paid policy-holders \$1,011,172 89
 Taxes, rents, legal expenses and interest on capital 87,126 83
 Commissions to agents 458,339 65
 Medical examinations, agency and all other expenses 275,605 21
 \$1,832,244 58
 Net Assets December 31, 1893, \$10,529,313 35

ASSETS.

Cash on hand and in banks \$326,307 33
 First mortgage loans on real estate worth double the amount loaned, exclusive of buildings 8,098,056 67
 Home office and real estate bought to secure loans 297,556 84
 Premium notes and loans secured by policies 757,212 06
 Cash loans on policies as collateral 874,684 86
 United States & city bonds 20,825 00
 Office furniture, safes and fixtures 15,000 00
 Bills receivable, agency balances and accounts 139,670 59
 Net ledger assets at cost \$10,529,313 35

ADD—
 Interest due and accrued \$311,985 18
 Net deferred and unreported premiums 236,103 43
 Market value of real estate, over cost 10,976 33
 \$ 559,064 94
 Gross assets, December 31, 1893, \$11,088,378 29

LIABILITIES.

Claims for death losses and matured endowments not due or in process of adjustment \$ 61,451 00
 Dividends due policyholders 3,697 07
 Premiums paid in advance 79,701 87
 Reserve fund at 4 per cent., standard 9,590,921 00
 Total liabilities \$9,735,770 94
 Surplus by four per cent., Ohio standard 1,352,607 35
 Surplus by four-and-a-half per cent., standard 1,991,362 35

Officers:

JOHN M. PATTISON. President
 R. S. RUST. Vice-President
 E. P. MARSHALL. Secretary
 J. R. CLARK. Treasurer
 W. L. DAVIS. Cashier
 JOHN L. DAVIS, M. D. Medical Director
 CLARKE W. DAVIS, M. D. Medical Director
 RAMSEY, MAXWELL & RAMSEY, Counsel

DR. F. A. ARCHIBALD, : Manager Pac. Coast Dept.
 303 California Street, San Francisco.

—Gov. Fuller of Vermont, a prominent director of the National Life Insurance Company, is visiting California.

—Now they do say that the Hillmon scoundrel is dead, and that the latest story of his discovery and confession was a fake. Perhaps.

—The Mutual Benefit Life Insurance Company of Newark wrote \$29,032,764 of new insurances in 1893, and closed the year with \$202,276,750 of insurance in force and \$53,018,650.32 of assets, which include a surplus of \$3,276,347.⁸⁵

—The Standard chart, just out, gives in its "fire waste" the following: "San Francisco, June 10, ship \$450,000." The *Ætna* is given "the place of honor" in assets, in surplus to policyholders, and in gross amount of fire losses paid since organization.

—The Brotherhood of Locomotive Engineers is about to organize a life insurance department. This may prove to be the wedge which will split the brotherhood. Many fraternal associations have tried the scheme and failed. Only the big ones continue long, and they, too, must break.

—Manager Edward F. Bedall of the Royal and Manager J. Montgomery Hare of the Norwich Union are visiting California. These gentlemen came out from New York to pay their respects to Manager Carpenter and to incidentally view the situation insurancewise in this field. These distinguished underwriters will remain in California several weeks.

—H. R. Hanna of Los Angeles visited this city this week.

—Fresno County continues to furnish more than its share of fire losses.

—Adolf J. Cramer, secretary of the Milwaukee Mechanics Ins. Co., visited this city this month.

—When we copied from an exchange the reference to the appointment of Jeffrey Beavan as sub-manager of the Royal, we also copied an important error. Mr. Alcock is the manager in chief of the Royal.

—The Home of New York stands at the head of American fire companies in risks in force, and in premium receipts and losses paid last year. A. E. Magill represents this great company in this field.

WANTED—

A good, active

Life Insurance Solicitor

In each of the larger towns in the nine Southern Counties of California.

Top contracts to men who can show good record.

— ADDRESS —

JOHN H. REPPY,

Manager German Life.

Bradbury Building, . . . Los Angeles, Cal.

California Safe Deposit and Trust Co.

Paid-up Capital, \$1,000,000

Cor. Montgomery & California Streets, San Francisco.

J. D. FRY, President.

HENRY WILLIAMS, Vice-President.

J. DALZELL BROWN, Secretary and Treasurer.

This Company is authorized by law to act as Executor, Administrator, Guardian, Assignee, Receiver or Trustee. It is a legal depository for court and trust funds. Will take entire charge of real and personal estates, collecting the income and profits, and attending to all such details as an individual in like capacity could do. Acts as registrar and transfer agent of all stocks and bonds. Receives deposits subject to check and allows interest at the rate of 2 per cent. per annum on daily balances. Issues certificates of deposit bearing fixed rates of interest.

Receives deposits in its savings department and allows the usual rates of interest thereon.

RENTS SAFES

inside its burglar-proof vaults at prices from \$5 per annum upward, according to size. Valuables of all kinds may be stored at low rates.

WILLS DRAWN AND TAKEN CARE OF WITHOUT CHARGE.

ROYAL

Losses Paid,
\$90,000,000

Insurance Co

LIVERPOOL, ENG.

Assets, - - \$45,000,000 00

E. W. CARPENTER, General Agent,

ROYAL INS. CO. and NORWICH UNION FIRE INS. SOCIETY,

N. E. Cor. Montgomery and Sacramento Sts., San Francisco, Cal.

SPECIAL AGENTS: J. L. FULLER, FRANK M. GILCREST, H. R. BURKE.

Assets, - - \$5,500,000

ESTABLISHED
1797.

Norwich Union
Fire Insurance Society

Of Norwich, England

The Coast Review.

A MONTHLY JOURNAL

DEVOTED TO

ALL KINDS OF INSURANCE THAT INSURES.

TWENTY-FOURTH YEAR OF PUBLICATION.

Printed about
the 9th
and mailed about
the 11th
of every month.

J. G. EDWARDS, *Proprietor.*

Pacific Mutual Building, San Francisco, Cal

TELEPHONE NO. 1539.

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VOL. 47.

APRIL, 1894.

No. 4.

The Otey Manual.

Following are a few of the testimonials volunteered by local agents and others:

L. R. Grimes, Ellensburg, Wash.: The Otey manual supplies a long-felt want.

Chas. F. Burton, Billings, Mon.: I have gone through it and find it very useful. It is now on my desk for reference.

Craig Bros., Pasadena, Cal.: We have found it a great help.

J. B. Fuller, Marysville: Of great benefit.

C. W. Maxon, Oceanside, Cal.: It is certainly perfection in its line.

Geo. C. Ramsey, Bozeman, Mon.: Valuable. Contains many suggestions of importance to local agent.

Wooster & Ensign, San Jose, Cal.: The Otey manual contains many suggestions not to be obtained from any other source.

S. A. Stewart, Elsinore, Cal.: I could not well do without it.

Allard & Gibson, Eureka, Cal.: It is concisely perfect.

Geo. W. Neff, Logan, Utah: It fills the bill.

Jas. F. Ferguson, Baker City, Or.: I find within its pages a vast amount of useful information. I have never seen anything else that would render the local agent as much assistance in the prosecution of his work intelligently.

Cummings & Vaught, New Orleans, La.: We keep it ready at hand, referring to it frequently, using it as an authority.

P. J. Macmahon, Laredo, Tex.: It is clear and explicit.

Digest of Fire Insurance Decisions.

"PROMPT ATTENTION."

Kirkman v. Farmers, Ia. S. C.—A letter by fire company, acknowledging receipt of notice of claim of loss, and stating that it "will receive prompt attention," does not waive a condition requiring insured to furnish proofs of loss within 60 days. 57 N. W. R., 952.

INSURABLE INTEREST.

Creed v. Sun Fire, Ala. S. C.—A simple contract creditor of a deceased debtor, whose estate is insufficient to pay debts, has insurable interest in the property of the estate, since he has a right, by proceedings in rem, to subject it to the payment of his debt.

A pleading which alleges that the land belongs to the estate of a deceased person, that it is subject to his widow's homestead and dower rights, and that the insured is a creditor of deceased, shows an insurable interest in her, since the dower and homestead rights of the widow are merely a life estate, leaving a remainder in fee liable for the debts of the deceased. 14 S. R., 323.

RECOVERY OF MONEY LOSSES.

Ætna v. Confer, Pa. S. C.—A judgment recovered against a railroad company for negligently setting fire to property is not conclusive on the property-owner as to the amount of his loss, as against an insurance company seeking to recover money paid to him on account of such loss before the recovery of the judgment.—28 A. R., 153.

PAYMENT OF PREMIUM TO BROKER.

Holt v. Susquehanna, Pa. S. C.—Where broker, being applied to by an insurance agent to place a risk, writes to a company for the insurance, and the company sends him the executed policy, which he forwards to the agent to deliver, with directions to collect and remit him the premium, the assured's payment to such agent binds the company, if the broker was in fact appointed by the company to deliver and collect for that policy, the agent merely acting for him in that matter. 28 A. R., 196.

"CEASED TO BE OPERATED."

Bole v. N. Hamp., Pa. S. C.—Where policy on manufacturing establishment is renewed at request of assignees for benefit of insured's creditors, many days after the operation of the machinery ceased, but while the premises are occupied by the foreman, who is engaged in putting together and selling engines and other articles of assigned estate, and a loss occurs during such condition of affairs, the establishment has not ceased to be operated within the meaning of the policy. 28 A. R., 205.

VACANCY.

Limburg v. German, Ia. S. C.—A store building was unoccupied where tenant's lease had expired, and he had removed all his property except a counter, and a small quantity of liquor belonging to another person.

REPAIRS.

Same—Provision of policy that mechanics may be employed in a building for not more than 15 days at a time, does not permit the buildings to be unoccupied during the repairs. 57 N. W. R., 626.

Observations.

FROM A PAPER BY CALVERT MEADE, READ AT THE EIGHTEENTH ANNUAL MEETING OF THE FIRE UNDERWRITERS' ASSOCIATION OF THE PACIFIC, FEBRUARY 20, 1894.

Between two lofty ranges—the Sierra Nevada Mountains on the east, with an average altitude of 8,500 feet, and the Coast Range on the west, which rises from 4,000 to 6,000 feet above sea level, lie the great valleys of the Sacramento and San Joaquin. Their general elevation above sea level is about 556 feet at Redding on the north, to 30 feet at Sacramento in the centre, and 282 feet at Bakersfield on the south. This great interior basin aggregates a length of 450 miles, varying in width from 40 to 70 miles, embracing both tropical heat and almost arctic cold, ranging from 120 degrees above zero in the valleys, while on the rim of the Sierras, forming this immense basin, the mercury falls to 40 degrees below. The extremes of heat are nearly as great in these valleys as on the barren wastes of the Mojave and Colorado deserts.

FIRES IN THE VALLEYS.

While high temperatures are experienced during the summer days, the air is usually quiescent, but at sundown a breeze springs up which revivifies the parched atmosphere engendered by the intense heat of the sun, and this breeze, combined with the rapid terrestrial radiation, reduces the temperature so that the nights are comfortable.

The tendency of fires in these valleys is to occur at night or in the early morning. Most, if not all the brick and frame buildings are constructed with as many openings as possible. During the heat of the day shades are drawn and blinds closed, but as evening approaches, all protections are avoided to create as much draught as possible, and so remain, as far as consistent, until morning. Many inventions are used to do away with wood and coal, because stoves, grates, etc., heat the apartments unduly. For this reason, gas, gasoline and kerosene oil stoves and every known combustible device is used for cooking, and kerosene, gas and electricity for lighting. Gas is often left burning to be affected by the night draughts, and glass lamps with choked and foul air ducts, to explode, thus adding to the danger from fires. Ignition is rapid under such circumstances, and fire, when started, travels fast where wood and fabrics are like tinder.

In adjustment of losses throughout this section, it is found that in nearly every instance

where fires are extinguished the premises were deluged with water, thereby entailing more loss by this method, to stock especially, than by fire.

INCENDIARY TRAMPS.

As near as can be estimated, there is not to exceed an average of 15 per cent. moisture in the atmosphere during the summer months, and during the heat of the day the percentage of moisture is much lower. Another element has to be contended with in these great valleys, and that is incendiarism. Through this tract runs the highway of railroads. It is the paradise of the traveling tramps. Investigation has developed the existence of regular societies, the object of which is arson and theft. One notable gang, calling themselves "H. O. H. A.," meaning "Hit one, hit all," was composed of boys ranging from eight to sixteen years of age, and they destroyed much property before being caught and placed where they could do no further harm for years to come. All these conditions entail expense to the underwriters, as may be readily understood.

THE VALLEY AND OXYGEN.

With the exception that in crowded cities, where there is a little more carbonic acid gas than in the country, the ratio of oxygen to nitrogen in the composition of the air, does not vary. The density of the air, however, does vary, or in other words, a given volume of air will weigh more at sea-level than the same volume at a higher elevation.

This valley is practically at sea-level, where the barometric pressure is about 30 inches. Registration at one mile would be about 25 and at two miles about 20. I quote altitudes in which Pacific Coast agencies write. Therefore we have in this valley, as explained in the foregoing, an atmosphere containing the maximum amount of oxygen, the presence of the fire bug, the greatest extremes of heat, an inadequacy of rates, and in comparison, the history of insurance shows a loss, as every underwriter can testify. I suggest these factors for consideration.

WATER DOES NOT FEED FLAMES.

It is often stated that in conflagrations water feeds the fire to an appreciable extent. Scientifically, I don't believe water augments the fire, for the following reasons: The latent heat of steam is very great, that is, water to be converted into steam absorbs an immense amount of heat, and during the process, as used by fire engines, absolutely tends towards

cooling and putting out the fire. This is true of any volume of water however used in extinguishing fire. Again, after water is converted into steam it requires a further amount of intense heat in order to be decomposed into its component parts, viz., oxygen and hydrogen—and this heat is exactly equivalent to the amount of heat liberated when the elements combine again to form water. In other words, even if hydrogen gas was formed, which at times may be true, the amount of heat liberated by the burning of the gas is neutralized by the equivalent amount of heat absorbed in the first instance in forming the hydrogen gas.

Let me again reiterate this last statement and the same will act as a clincher, for I state that water, being already a product of combustion, is incapable of further oxidation or combustion, for in general terms combustion is nothing but a rapid oxidation. However, I believe that water should be used as sparingly as possible in extinguishing fires, for reasons before stated, and a more general use made of chemical engines. It is my opinion that when the cities and towns of this great valley are properly equipped and efficiently manned with these appliances, and used as an auxiliary to a good fire department and water supply, the payment of all losses made upon sixty days time, as provided in the printed conditions of the policy, and a further protection afforded by the loss or value or co-insurance clause, then, and then only, will the investments of insurance companies return a proper percentage of profit.

WOODS USED ON THE COAST.

In all frame buildings on this Coast the principal woods used in construction are Oregon fir, spruce or pine, California redwood and mountain pine (Sierra.) All these trees are formed of rings of a ligneous and fibrous nature. There has never been, to the writer's knowledge, a chemical analysis made of these woods, and researches through all statistics issued by the forestry bureau of the United States, as well as correspondence with many chemists throughout the world, fail of giving the desired information. The only chemical analysis I can quote is that relating to the pitch pine of the South, which is analogous to our pine on this Coast, in part, and will show somewhat of its volatile nature.

From one cord of pitch pine, distilled by chemical analysis, the following substances and quantities were obtained:

| | |
|-------------------------|------------------|
| Charcoal | 50 bushels |
| Illuminating gas, about | 1,000 cubic feet |

| | |
|------------------------------------|-------------|
| Illuminating oil and tar | 50 gallons |
| Pyrroligneous acid | 100 gallons |
| Spirit of turpentine | 20 gallons |
| Wood spirit | 5 gallons |
| Pitch and resin | 1½ barrels |
| Tar | 1 barrel |

OREGON FIR.

We all know resin is a strong component part of Oregon fir and mountain pine. In all fires coming under my observation, as soon as water strikes, the ligneous rings contract and from the fibrous part exudes resin and other combustible compounds, which readily attract flame, and while the same relative action takes place in redwood, yet no resin is exuded; in fact, it has been stated that a substance having the nature of tannin and which is antagonistic to further combustion, is formed, thereby temporarily protecting the wood. How this acts is not known, but I will offer as a possible explanation the following: In the first place the substance itself may have a high ignition point, requiring a high temperature to take fire and burn, or what seems more plausible, holds non-volatile, inorganic salts; that is, mineral salts in solution, which, coating the burning substance, excludes the air and prevents further combustion. The foregoing facts are greatly in favor of redwood as a building material, but it must be borne in mind that both woods will burn.

In the main, in frame buildings (except in the Sierra mountain regions), Oregon fir is mostly used in construction for joists, studs, rafters, roof sheathing and floors, for Oregon fir has almost the same wearing qualities and strain as oak. Redwood is used for mud-sills and underpinning, siding inside and out, ceiling, shingles and window and door casings. Sashes are of mountain pine, and doors of mountain pine and redwood. Nearly all rough inch stuff is redwood. In the Sierra mountain region, mountain pine is mostly used throughout. This latter wood is more closely allied to Southern pine than is Oregon fir.

Newspaper Clippings, Circulars, Etc.—Readers are requested to send us court decisions, brokers' circulars, assessment literature, company prospectuses, and newspaper clippings relating to insurance.

Correspondence is solicited and will be carefully edited. Local agents and field men will find these columns a serviceable medium for the interchange of views on current topics.

Communications, Etc., for publication, or suggestions or inquiries, should be addressed Editor Coast Review.

Business Letters should be addressed to the Publisher.

The Press as an Adjuster.

FROM A PAPER BY V. C. DRIFFIELD READ AT THE EIGHTEENTH ANNUAL MEETING OF THE FIRE UNDERWRITERS' ASSOCIATION OF THE PACIFIC, FEBRUARY 21, 1894.

During the year which has elapsed since our last annual gathering, few matters of greater moment to the insurance fraternity have occurred than the adoption by loss claimants of an innovation in their manner of pressing claims against the companies—by the employment of the medium of the daily press.

In the past, whenever the fact of a dispute between the assured and the companies became public—generally by means of a lawsuit—we have been subjected to occasional harsh criticism and unjust reflection at the hands of the newspapers, but have been accustomed to regard the same as the expression of a public sentiment—invariably in favor of individuals as against corporate interests. To such criticism we have grown callous, regarding it as an unjust, but somewhat natural, concomitant of our business, and one which we invariably weighed and discounted when considering the advisability of resisting claim under a policy. The influence created in the minds of the public by such means was and is, however, undoubtedly hurtful, but to so limited an extent as to be lightly treated by the companies.

A NEW DEPARTURE.

The employment of the leverage of the press for the purpose of bolstering up and endeavoring to enforce the settlement of fraudulent and exorbitant claims, and with the view of influencing the minds of court and juries, when such claims are the subject of judicial inquiry, is, however, a new departure on the part of the loss claimant, and if such procedure is to receive any recognition and is permitted to remain unchecked, we may as well reconcile ourselves to the inevitable—dispense with the services of our qualified adjusters and permit the daily press to usurp their functions, gratefully acknowledging its leniency in the case of a partial loss, and solacing ourselves upon the absence of a bill for adjustment expenses.

When such a time arrives, however, a general valued policy law will have no terrors for our fraternity.

The venality of the local press is a matter of open and undisguised comment, and appears to be accepted by the public as a condition of affairs for which no remedy can be applied. For a stipulated amount of lucre the columns

of the papers appear to be at the disposal of any purchaser, no matter how unclean, and for purposes regardless of their baseness.

AN OUTRAGE.

It is doubtful whether any community has hitherto witnessed so flagrant an outrage upon the ethics of journalism and so gross a prostitution of the implied prerogatives of the Third Estate as those which have characterized the commentary of the daily press upon the action of the companies in their conduct of two recent loss matters.

In one case the assured, instead of invoking the authority of the law to decide the questions in issue, sought to obtain their objects by retaining the newspapers as special counsel in their behalf, and if false statements, vilification and denunciation could have achieved their desired ends, the press would have triumphed in the contest and have been conceded a commanding place in the roll of successful attorneys. Fortunately, however, the seriousness of the situation was realized by the companies, and, in place of public clamor, aroused almost to white heat by the slanderous edicts of the press, it has been determined that the time has not yet arrived when we shall bow to the dictation and accept the jurisdiction of a time-serving, corrupt and hired manipulator of so-called "public opinion."

The contract of insurance is no more a matter of public concern than any other contract entered into between individuals, and the respective parties thereto are amply provided, under the conditions thereof, with the means of enforcing their rights thereunder.

THE ARROGANT AND INSOLENT PRESS.

The interference of the press, or of the public, in matters which should concern no one except the parties to the contract, is, therefore, unwarrantable and ill-advised, and the censorship which is sought to be established over action taken under the expressed terms of such contract, is arrogant and insolent. If, however, such commentary were undertaken with the bona fide intention of doing fair and impartial justice between the parties, little or no objection would be raised by the companies at the honestly-conceived, though still unwarrantable, assumption by the press of its right of criticism, for no one of us, save those who had laid themselves open to just and warranted censure, would then have aught to fear.

But it is idle for us to indulge in any such Utopian expectations. As an adjuster the

press is a "bulldozer," pure and simple; open to hire by either party, and prepared to create "public sentiment" upon a sub-stratum of falsity, vituperation and injustice, as opposed to legality, reason and equity.

It is unfortunate that a considerable portion of our populace prefer rather to purchase their ideas ready-made than to run any risk in the matter of wear and tear on what the Almighty bestowed upon them in the shape of minds in arriving at their own conclusions, and to this fact is due a large proportion of what is termed public sentiment, which is frequently but an *apparent* unanimity in the expression of ideas, voiced by the press, and probably conceived solely in the mind of an imaginative or carefully instructed newswriter.

RETALIATION.

To the want of confidence in ourselves and in our position in the community is due the feeling of solicitude and apprehension aroused in our circles by the adverse criticism of the press, and, in order to secure an immunity from such, it is necessary that we should show a united front in opposition to the methods adopted by this newly-conceived "adjuster" for the claimant, and that we should not only decline to allow ourselves to be influenced in any manner by its rantings, but should demonstrate by our actions that the same resulted unfavorably to the claimant employing such means. The public would not be dilatory in recognizing the fact that the employment of the press as its adjuster was not conducive to its best interests. We might hope for some reforms if we unanimously adopted retaliatory measures by the withdrawal of our patronage, which represents a considerable revenue, derived from our advertisements and subscriptions, both official and private, and a course of such discipline might result in changing a present inquisitor into something resembling an adjuster.

As at present constituted, however, the conclusion can scarcely be avoided that as a newsgatherer the press is unreliable; as an educator, is sensational, not to say immoral; as an advocate, mercenary and insincere; and as an adjuster, not to be seriously considered.

Australasian Subscriptions.—Subscriptions in Australia and New Zealand may be forwarded to W. H. Rowsell, 4 O'Connell street, Sydney, N. S. W.

Sample Copies will be sent to any address, free. Managers are requested to send us the names of new local agents, to whom sample copies will be mailed.

Pacific Coast Fire Business in 1893.

BY SAN FRANCISCO AGENCIES. PREMIUMS, LOSSES AND RATIOS OF COMPANIES, WITH COMPARATIVE AGENCY TOTALS FOR 1890, 1891, 1892 AND 1893. ALSO SAN FRANCISCO CITY BUSINESS.

In consulting the following compilation it may be well to bear in mind that the 1893 losses are losses incurred, which, however, correspond to losses paid in previous years:

| | Agencies, Agents, Secretaries. | Premiums. | Losses. | Ratio. |
|---|--|-----------|-----------|--------|
| 1 | <i>B. Faymonville.</i> | | | |
| | Fireman's Fund | \$562,833 | \$247,604 | 43.9 |
| | Rhode Island Underwriters | 49,863 | 19,710 | 39.5 |
| | *Ins. Co. State of Penn | 19,588 | 2,799 | 14.0 |
| | Total 1893 | \$632,284 | \$270,113 | 42.7 |
| | Total 1892 | 723,466 | 311,914 | 47.2 |
| | Total 1891 | 580,179 | 227,770 | 39.3 |
| | Total 1890 | 556,238 | 218,358 | 39.2 |
| | San Francisco prem's, 1893 (including State of Pa.) | 81,980 | | |
| | *Part of year only. | | | |
| 2 | <i>Brown, Craig & Co.</i> | | | |
| | Phenix, Brooklyn | \$331,893 | \$190,805 | 57.5 |
| | American, Philadelphia | 126,007 | 91,108 | 72.3 |
| | Pennsylvania | 81,638 | 50,635 | 62.0 |
| | *Insurance Co. State of Penn | 5,603 | 7,110 | 126.0 |
| | Greenwich | 27,553 | 21,707 | 78.8 |
| | Svea | 34,326 | 9,306 | 27.1 |
| | Total 1893 | \$607,020 | \$370,671 | 61.0 |
| | Total 1892 | 692,653 | 247,959 | 35.7 |
| | Total 1891 | 638,270 | 223,150 | 34.9 |
| | Total 1890 | 506,707 | 243,996 | 48.1 |
| | San Francisco prem's, 1893 (including State of Pa.) | 100,888 | | |
| | *Part of year. | | | |
| 3 | <i>Balfour, Guthrie & Co.</i> | | | |
| | Manchester | \$219,724 | \$114,270 | 51.9 |
| | Caledonian | 163,723 | 87,298 | 53.3 |
| | American, N. J. | 63,129 | 34,573 | 54.8 |
| | Total 1893 | \$446,576 | \$236,141 | 52.8 |
| | Total 1892 | 440,844 | 207,042 | 47.0 |
| | Total 1891 | 406,046 | 141,242 | 34.8 |
| | Total 1890 | 416,851 | 230,777 | 55.3 |
| | San Francisco prem's, 1893 | 64,455 | | |
| 4 | <i>William Macdonald.</i> | | | |
| | London and Lancashire | \$444,031 | \$179,780 | 40.5 |
| | In 1892 | 460,576 | 188,126 | 40.8 |
| | In 1891 | 375,708 | 102,528 | 27.3 |
| | San Francisco prem's, 1893 | 131,899 | | |
| 5 | <i>Charles D. Haven.</i> | | | |
| | Liverpool & Lon. & Globe | \$426,132 | \$223,008 | 52.5 |
| | In 1892 | 422,259 | 209,459 | 49.6 |
| | In 1891 | 388,255 | 144,036 | 37.1 |
| | In 1890 | 402,316 | 167,726 | 41.7 |
| | San Francisco prem's, 1893 | 99,586 | | |

6 *Charles A. Laton.*

| | | | |
|------------------------------------|-----------|-----------|------|
| Palatine | \$378,426 | \$182,126 | 48.1 |
| Manufacturers & Builders | 46,552 | 18,240 | 39.2 |
| Total 1893 | 424,978 | 200,366 | 47.1 |
| In 1892 (one co.) | 211,337 | 75,037 | 35.5 |
| In 1891 (one co.) | 152,931 | 55,769 | 36.4 |

San Francisco prem's, 1893 58,432

7 *Robert Dickson.*

| | | | |
|--------------------------|-----------|----------|------|
| Royal Exchange | \$158,557 | \$45,924 | 28.9 |
| Queen | 127,343 | 66,997 | 52.7 |
| Connecticut | 128,034 | 58,154 | 45.7 |

| | | | |
|----------------------|-----------|-----------|------|
| Total 1893 | \$413,934 | \$171,075 | 41.3 |
| Total 1892 | 476,836 | 198,755 | 41.6 |
| Total 1891 | 387,601 | 141,924 | 36.6 |
| Total 1890 | 322,474 | 160,886 | 49.9 |

San Francisco prem's, 1893 142,883

8 *A. E. Magill.*

| | | | |
|----------------------------|-----------|-----------|------|
| Home and Phoenix | \$380,646 | \$162,854 | 42.8 |
| In 1892 | 372,412 | 118,692 | 31.8 |
| In 1891 | 323,735 | 160,372 | 49.5 |
| In 1890 | 312,079 | 182,221 | 58.4 |

San Francisco prem's, 1893 26,104

9 *C. F. Mullins.*

| | | | |
|----------------------------|-----------|-----------|------|
| Commercial Union | \$350,681 | \$110,935 | 31.6 |
| In 1892 | 366,491 | 167,998 | 45.8 |
| In 1891 | 348,097 | 109,599 | 31.5 |
| In 1890 | 348,249 | 118,642 | 34.0 |

San Francisco prem's, 1893 64,824

10 *Belden & Cofran.*

| | | | |
|--------------------|-----------|-----------|------|
| Hartford | \$331,674 | \$141,525 | 42.6 |
| In 1892 | 316,066 | 117,798 | 37.2 |
| In 1891 | 267,459 | 106,887 | 37.3 |
| In 1890 | 274,670 | 85,545 | 31.1 |

San Francisco prem's, 1893 50,104

11 *William Sexton.*

| | | | |
|--------------------|-----------|-----------|------|
| Imperial | \$167,107 | \$117,146 | 70.1 |
| Lion | 155,052 | 100,503 | 64.8 |

| | | | |
|----------------------|-----------|-----------|------|
| Total 1893 | \$322,159 | \$217,649 | 67.5 |
| Total 1892 | 350,256 | 190,956 | 54.5 |
| Total 1891 | 287,586 | 131,223 | 45.6 |
| Total 1890 | 272,411 | 124,270 | 45.7 |

San Francisco prem's, 1893 54,018

12 *E. W. Carpenter.*

| | | | |
|-------------------------|-----------|----------|------|
| Norwich Union | \$135,636 | \$82,382 | 60.7 |
| Royal | 163,660 | 98,856 | 60.3 |

| | | | |
|----------------------|-----------|-----------|------|
| Total 1893 | \$299,296 | \$181,238 | 60.5 |
| Total 1892 | 332,253 | 168,703 | 50.8 |
| Total 1891 | 326,005 | 150,644 | 46.2 |
| Total 1890 | 346,686 | 127,572 | 36.8 |

San Francisco prem's, 1893 48,110

13 *Stephen D. Ives.*

| | | | |
|-----------------------|-----------|-----------|------|
| Home Mutual | \$298,191 | \$141,568 | 47.4 |
| In 1892 | 324,498 | 129,715 | 39.9 |
| In 1891 | 327,157 | 132,196 | 40.1 |
| In 1890 | 342,464 | 137,395 | 40.1 |

San Francisco prem's, 1893 23,490

14 *George C. Boardman.*

| | | | |
|---------|-----------|-----------|------|
| Elm | \$284,162 | \$138,361 | 48.7 |
| In 1892 | 308,386 | 132,543 | 43.4 |
| In 1891 | 310,006 | 118,790 | 38.3 |
| In 1890 | 284,822 | 76,232 | 26.7 |

San Francisco prem's, 1893 . 53,145

15 *Rudolph Herold, Jr.*

| | | | |
|----------------|-----------|-----------|------|
| Hamburg Bremen | \$168,816 | \$74,268 | 43.8 |
| Niagara | 98,158 | 53,513 | 54.5 |
| Total 1893 | \$266,974 | \$127,781 | 44.1 |
| Total 1892 | 256,444 | 125,792 | 49.0 |
| Total 1891 | 238,071 | 84,205 | 35.4 |
| Total 1890 | 237,971 | 108,382 | 45.5 |

San Francisco prem's, 1893 . 86,495

16 *Tom C. Grant.*

| | | | |
|----------------------------|-----------|-----------|------|
| North British & Mercantile | \$258,543 | \$135,022 | 52.2 |
| In 1892 | 261,925 | 102,487 | 38.6 |
| In 1891 | 253,482 | 85,916 | 34.0 |
| In 1890 | 286,899 | 157,833 | 55.0 |

San Francisco prem's, 1893 . 46,235

17 *George H. Tyson.*

| | | | |
|-----------------|-----------|-----------|------|
| German American | \$248,470 | \$116,187 | 46.8 |
| In 1892 | 254,759 | 111,380 | 41.8 |
| In 1891 | 166,491 | 61,684 | 38.8 |

San Francisco prem's, 1893 . 35,198

18 *Mann & Wilson.*

| | | | |
|-----------------------|-----------|----------|------|
| Lancashire | \$135,940 | \$46,421 | 34.1 |
| St. Paul | 31,400 | 9,627 | 30.7 |
| Teutonia | 18,280 | 3,278 | 17.8 |
| Girard | 15,056 | 3,267 | 21.6 |
| Agricultural | 40,528 | 21,205 | 52.3 |
| *Firemen's, Baltimore | 2,635 | 1,516 | 59.0 |
| *Firemen's, Newark | 1,131 | 20 | . |
| Total 1893 | \$244,970 | \$85,334 | 34.8 |
| Total 1892 | 276,980 | 119,600 | 43.1 |
| Total 1891 | 256,812 | 102,489 | 40.0 |
| Total 1890 | 287,427 | 89,721 | 31.2 |

San Francisco prem's, 1893 . 75,387

*Jan., Feb., Mar., Apr.

19 *W. J. Callingham.*

| | | | |
|---------------------------|-----------|-----------|------|
| Scottish Union & National | \$240,580 | \$114,190 | 47.4 |
| In 1892 | 229,706 | 107,094 | 46.6 |
| In 1891 (three co's) | 278,735 | 135,060 | 48.4 |
| In 1890 | 250,942 | 102,731 | 40.9 |

San Francisco prem's, 1893 . 35,978

20 *William J. Landers.*

| | | | |
|------------|-----------|----------|------|
| *Sun | \$110,065 | \$43,362 | 39.3 |
| *Guardian | 118,697 | 40,953 | 34.5 |
| Total 1893 | \$228,762 | \$84,315 | . |
| Total 1892 | 423,705 | 198,698 | 45.9 |
| Total 1891 | 370,351 | 119,481 | 32.3 |
| Total 1890 | 272,417 | 73,497 | 27.0 |

San Francisco prem's, 1893 . 85,497

* Losses paid, not losses incurred.

21 *George D. Dornin.*

| | | | |
|----------------------|-----------|-----------|------|
| National of Hartford | \$221,656 | \$130,118 | 58.7 |
| In 1892 | 217,548 | 101,633 | 46.7 |

| | | | |
|---------|---------|--------|------|
| In 1891 | 177,139 | 69,773 | 39.4 |
| In 1890 | 158,023 | 61,459 | 39.0 |

San Francisco prem's, 1893 . 22,318

22 *Butler & Haldan.*

| | | | |
|-----------------------|-----------|----------|------|
| Phoenix of London | \$194,394 | \$99,510 | 51.1 |
| *American of New York | 22,536 | | |

Total 1893 \$216,930

Total 1892 243,870 \$101,391 41.6

Total 1891 225,201 91,338 40.6

Total 1890 230,841 105,655 45.9

San Francisco prem's, 1893

(including American, N. Y.) 53,081

*Part of year.

23 *Voss, Conrad & Co.*

| | | | |
|-----------------|----------|---------|------|
| Aachen & Munich | \$47,990 | \$7,122 | 14.8 |
| Traders | 31,652 | 12,424 | 39.3 |
| Glens Falls | 15,294 | 8,054 | 52.6 |
| The Merchants | 39,382 | 21,959 | 55.7 |

Total \$134,318 \$49,559 36.9

(George Easton & Co.)

| | | | |
|-----------------------------|---------|---------|------|
| Union, Pa | \$7,272 | \$4,755 | 65.4 |
| † New Hampshire | 19,051 | | |
| † Springfield | 19,815 | | |
| Imperial (city agency) | 16,085 | | |
| Prussian Nat'l (city ag'cy) | 15,125 | | |

Total 1893 \$211,666

Total 1892 268,257

San Francisco prem's, 1893 . 113,761

† Part of year only.

24 *N. T. James.*

| | | | |
|--------------------|-----------|-----------|------|
| Alliance of London | \$208,798 | \$152,642 | 73.1 |
| In 1892 | 278,323 | 116,525 | 42.0 |

San Francisco prem's, 1893 . 49,243

25 *Hugh Craig.*

| | | | |
|-------------|-----------|-----------|------|
| New Zealand | \$201,572 | \$126,055 | 62.6 |
| In 1892 | 199,352 | 81,479 | 40.9 |
| In 1891 | 153,106 | 50,837 | 32.2 |
| In 1890 | 182,550 | 59,318 | 32.5 |

San Francisco prem's, 1893 . 43,906

26 ** W. S. Dural.*

| | | | |
|-------------|-----------|----------|------|
| Continental | \$201,660 | \$90,633 | 45.1 |
| In 1892 | 295,363 | 73,601 | 25.0 |
| In 1891 | 211,188 | 25,080 | 11.9 |
| In 1890 | 66,939 | 26,850 | 40.1 |

San Francisco prem's, 1893 . 13,245

* Became manager Aug. 1893.

27 *George F. Grant.*

| | | | |
|---------------------|-----------|----------|------|
| London and Northern | \$196,297 | \$95,838 | 48.9 |
| Total 1892 | 183,768 | 104,395 | 56.7 |
| Total 1891 | 153,570 | 68,722 | 44.7 |

San Francisco prem's, 1893 . 50,873

28 *H. M. Newhall & Co.*

| | | | |
|-------------------|---------|----------|------|
| Atlas | \$4,675 | \$61,391 | 72.5 |
| National, Ireland | 85,615 | 62,404 | 72.9 |

| | | | |
|----------------------|-----------|-----------|-------|
| Boylston | 11,602 | 13,486 | 116.3 |
| Total 1893 | \$181,892 | \$137,281 | 75.5 |
| Total 1892 | 200,672 | 97,763 | 48.7 |
| Total 1891 | 195,716 | 84,867 | 43.1 |
| Total 1890 | 188,286 | 93,208 | 49.5 |

San Francisco prem's, 1893 49,877

29 *A. R. Gurrey.

| | | | |
|---------------------------|-----------|-----------|------|
| Western | \$ 72,184 | \$ 34,353 | 47.5 |
| British America | 34,815 | 22,631 | 65.0 |
| † American, N. Y. | 69,018 | 58,549 | 84.8 |
| Total 1893 | \$176,017 | \$115,533 | 65.6 |

San Francisco prem's, 1893

(including American, N.Y.) 36,693

*Appointed agent in June, 1893.

† Part of year.

30 William H. Friend.

| | | | |
|--------------------|-----------|----------|------|
| Sun, S. F. | \$166,696 | \$76,839 | 46.1 |
| In 1892 | 148,153 | 59,693 | 40.3 |
| In 1891 | 110,969 | 27,889 | 25.1 |

San Francisco prem's, 1893 45,209

31 William F. Blood.

| | | | |
|-------------------------------|-----------|----------|------|
| Oakland Home | \$160,558 | \$99,049 | 61.6 |
| In 1892 | 217,348 | 102,785 | 47.2 |
| In 1891 (two co.'s) | 222,878 | 100,208 | 40.2 |
| In 1890 (two co.'s) | 221,181 | 91,540 | 42.8 |

San Francisco prem's, 1893 15,191

32 Rolla V. Watt.

| | | | |
|----------------------------|-----------|----------|------|
| American Central | \$90,569 | \$47,438 | 52.4 |
| Delaware | 55,234 | 26,752 | 48.4 |
| Pacific | 7,688 | 553 | 7.1 |
| Total 1893 | \$153,491 | \$74,743 | 48.7 |
| Total 1892 | 163,149 | 38,439 | 23.5 |
| Total 1891 | 132,408 | 37,580 | 28.5 |
| Total 1890 | 141,421 | 43,208 | 30.5 |

San Francisco prem's, 1893 34,796

33 Paul Nippert.

| | | | |
|---------------------------------|-----------|----------|------|
| Fire Association of Pa. | \$91,939 | \$62,381 | 67.9 |
| Reading | 27,083 | 16,823 | 62.1 |
| Granite State | 32,421 | 15,900 | 49.0 |
| Total 1893 | \$151,443 | \$95,104 | 62.9 |
| Total 1892 | 130,057 | 65,391 | 50.2 |
| In 1891 (one company) | 40,257 | 13,641 | 33.8 |

San Francisco prem's, 1893 26,774

34 Franz Jacoby.

| | | | |
|-----------------------------|-----------|----------|------|
| Prussian National | \$151,276 | \$73,150 | 48.3 |
| In 1892 | 113,051 | 52,635 | 46.5 |
| In 1891 | 91,020 | 40,662 | 44.0 |
| In 1890 | 101,922 | 51,931 | 50.9 |

San Francisco prem's, 1893 49,295

35 Leonard & Danker.

| | | | |
|-------------------------|-----------|----------|------|
| Transatlantic | \$149,993 | \$75,732 | 51.5 |
| In 1892 | 115,919 | 41,601 | 36.0 |
| In 1891 | 53,376 | 18,383 | 34.4 |
| In 1890 | 50,345 | 23,984 | 47.6 |

San Francisco prem's, 1893 51,968

36 J. N. Reynolds.

| | | | |
|------------------------------|-----------|----------|-------|
| Westchester | \$125,325 | \$80,962 | 64.7 |
| * Rochester-German | 23,945 | 37,860 | 158.4 |

Total 1893 \$149,270 \$118,822 79.2

Total 1892 170,780 90,461 53.2

Total 1891 146,375 52,248 35.7

In 1890 (one company) 88,644 32,217 36.3

San Francisco prem's, 1893 16,565

* Withdrawn Aug., 1893, carrying polys. to expir'n.

37 Cesar Bertheau.

| | | | |
|------------------------------------|-----------|----------|-------|
| N. Y. Underwriters' Ag'y | \$117,021 | \$44,873 | 38.3 |
| United Firemens | 21,319 | 5,382 | 25.2 |
| Spring Garden | 3,149 | 5,337 | 170.0 |
| Farragut | 7,444 | 1,561 | 21.0 |

Total 1893 \$148,933 \$57,153 38.4

Total 1892 145,736 61,768 42.4

Total 1891 123,301 28,557 23.2

Total 1890 101,786 27,998 27.5

San Francisco prem's, 1893 72,129

38 George F. Ashton.

| | | | |
|---------------------------------|-----------|----------|------|
| Orient | \$ 84,052 | \$61,316 | 72.9 |
| Providence-Washington | 50,396 | 34,996 | 69.4 |

Total 1893 \$134,448 \$96,312 71.3

San Francisco prem's, 1893 11,865

39 Gutte & Frank.

| | | | |
|-----------------------------|----------|----------|------|
| Hamburg-Magdeburg | \$93,517 | \$47,490 | 50.8 |
| Magdeburg | 25,052 | 9,923 | 39.7 |
| Germania, N. Y. | 11,500 | 1,082 | 9.4 |

Total 1893 \$130,069 \$58,495 44.9

Total 1892 112,237 63,241 56.4

Total 1891 (4 co.'s) 120,712 55,993 46.2

Total 1890 (4 co.'s) 130,322 65,415 50.0

San Francisco prem's, 1893 62,126

40 Catton, Bell & Co.

| | | | |
|--------------------------------|-----------|--------|------|
| Union, London | \$120,540 | 54,886 | 45.5 |
| Total 1892 (2 co.'s) | 100,469 | 37,491 | 37.0 |
| Total 1891 | 64,913 | 10,239 | 16.0 |
| Total 1890 | 56,274 | 23,792 | 42.9 |

San Francisco prem's, 1893 35,884

41 H. W. Syz.

| | | | |
|--------------------------|-----------|----------|------|
| Helvetia-Swiss | \$100,165 | \$39,554 | 39.5 |
| Baloise Fire | 18,128 | 7,983 | 44.1 |

Total 1893 \$118,293 \$47,537 40.2

Total 1892 110,127 53,804 49.0

Total 1891 113,967 37,913 33.2

Total 1890 107,152 70,207 65.6

San Francisco prem's, 1893 68,599

42 Ed. E. Potter.

| | | | |
|-------------------------------|----------|----------|------|
| Franklin Fire | \$62,283 | \$17,924 | 28.8 |
| American, Mass | 41,828 | 14,754 | 35.3 |
| * Williamsburg City | 13,603 | 673 | 4.9 |

Total 1893 \$117,714 \$33,351 28.3

Total 1892 72,230 22,154 30.7

San Francisco prem's, 1893

(including W. City) 28,942

* Part of year only.

| | | | | |
|----|------------------------------------|-----------|----------|------|
| 43 | <i>Walter Speyer.</i> | | | |
| | North German | \$106,774 | \$41,283 | 38 6 |
| | In 1892 | 97,653 | 49,235 | 50 4 |
| | In 1891 | 93,251 | 27,035 | 29 0 |
| | In 1890 | 93,443 | 42,460 | 45 4 |
| | San Francisco prem's, 1893 | 66,380 | | |
| 44 | <i>Okell, Donnell & Co.</i> | | | |
| | Patriotic | \$88,023 | \$50,525 | 57 3 |
| | * Williamsburg City | 7,150 | 3,949 | |
| | * Sun. Eng. (city agency) | 3,698 | | |
| | Total 1893 | \$ 98,871 | | |
| | Total 1892 | 109,443 | | |
| | San Francisco premiums, 1893 | | | |
| | (including W. City) | 37,244 | | |
| | * Resigned June 1, 1893. | | | |
| | † Resigned Oct. 1, 1893. | | | |
| 45 | <i>A. G. Dagan.</i> | | | |
| | Springfield | \$88,159 | \$58,489 | 66 4 |
| | San Francisco prem's, 1893 | 16,718 | | |
| 46 | <i>George W. Turner.</i> | | | |
| | Northwestern National | \$30,891 | \$10,637 | 34 3 |
| | San Francisco prem's, 1893 | 8,408 | | |
| 47 | <i>Thomas C. Hindman & Co.</i> | | | |
| | Columbian | \$24,967 | \$5,311 | 21 3 |
| | San Francisco prem's, 1893 | 4,854 | | |
| 48 | <i>I. W. Gaskill & Co.</i> | | | |
| | United States Fire | \$20,048 | \$9,373 | 46 8 |
| | San Francisco prem's, 1893 | 5,080 | | |
| 49 | <i>J. D. Maxwell.</i> | | | |
| | * Firemens, N. J. | \$3,652 | \$364 | 9 9 |
| | * Part of year only. | | | |
| | San Francisco fire premiums, | | | |
| | 1893 | \$82,213 | | |

Co-Insurance.

On January 1, 1893, the fire insurance companies put into force what is commonly called the co-insurance rule, whereby a large number of important risks are affected. This rule requires that a risk be insured within eighty per cent. of its value, or otherwise that the insured become a co-insurer.

I do not desire to criticise this action, nor discuss it from a legal standpoint; there may be some objections to it as has been urged in some quarters; it undoubtedly suggested itself as a partial solution of the problem with which fire insurance companies have been struggling, but which still remains unsolved. If this rule is to be enforced, however, I must say that it seems to me that in cases where

it can be done and the insured desires it, the company and the insured ought to agree upon the value of the property covered, at the time the risk is written. The policies are usually written for short terms, the property insured for a stable value, and in my judgment the property may be much more easily valued before a fire than after. There are practical difficulties in the way of this, but not insuperable ones.—Commissioner Mansfield, Conn.

The Member of the Mutual Fire is Bound.

Farmers v. Milner, Ia. S. C.—The exemption of the private property of the members of a mutual fire insurance company from corporate debts, provided for in its articles of incorporation, does not apply to assessments against members for losses under policies issued by it.

The managers are agents of each person who, by applying for insurance, became a member, and such person is bound by their acts in changing the by-laws, even though he had no actual notice of the change. 57 N. W. R., 612.

The Sun Fire.

The Alabama supreme court "sat down" on the Sun Fire of London, when that company offered as a defense the fact that the interest of the insured was not truly stated—by the agent, who knowingly and intentionally wrote them down differently. It seems to us, in reading recent decisions, that the Sun Fire of London appears as defendant in the courts much too often for the amount of business it transacts in this country. The nature of the defense, too, is not infrequently a discredit to the company and a cause for prejudice against insurance companies generally. The Coast Review has at different times "nailed to the tree" this London company for its employment of a technical defense to defeat claims which on the surface are just.

The Coast Review has ever been one of the brightest and most interesting of our foreign exchanges, and we cordially felicitate our contemporary on its new departure in the general "get-up" of its pages.—Insurance Journal, London.

Gross Results of American Life Insurance Companies.

| Companies. | Gross Premi- ums Received since Organiza- tion. | Gross Amount Paid Policy- holders since Organization. | Gross Assets. Dec. 31, 1893. | Payments to Policyholders since Organiza- tion plus pres- ent Assets. | Excess of Pay- ments to Poli- cyholders plus present Assets over Premi- ums Received. |
|-----------------------------------|--|--|---------------------------------|---|--|
| Aetna | \$107,828,915 | \$86,029,088 | \$40,267,953 | \$126,297,041 | \$18,465,126 |
| Berkshire | 18,301,496 | 13,023,627 | 5,993,681 | 19,117,308 | 816,812 |
| Brooklyn | 9,398,508 | 6,978,043 | 1,647,063 | 8,625,706 | —772,802 |
| Connecticut General | 5,954,396 | 3,309,896 | 2,551,481 | 5,861,377 | 93,019 |
| Connecticut Mutual | 178,009,166 | 163,431,876 | 61,363,495 | 224,795,281 | 46,786,115 |
| *Covenant Mutual | 2,237,751 | 1,662,604 | 480,731 | 2,153,335 | 84,416 |
| Equitable, Ia. | 1,829,508 | 934,116 | 996,669 | 1,930,785 | 101,277 |
| Equitable, N. Y. | 363,525,607 | 194,118,248 | 169,056,396 | 363,174,644 | —350,693 |
| †German Mutual, Mo | 19,910 | 18,604 | 427,556 | 446,160 | 425,250 |
| Germania | 46,038,993 | 29,979,507 | 18,689,859 | 48,669,366 | 2,630,353 |
| Hartford L. & A. | 12,451,984 | 8,497,316 | 2,195,318 | 10,692,634 | —1,759,350 |
| Home | 22,984,185 | 15,710,690 | 8,458,207 | 24,168,897 | 1,184,712 |
| John Hancock Mutual | 25,720,891 | 13,793,335 | 5,797,888 | 19,591,223 | —5,139,668 |
| Life Insurance Clearing | 45,825 | 5,160 | 159,000 | 164,160 | 118,335 |
| Manhattan | 44,027,818 | 35,337,898 | 13,734,766 | 49,072,664 | 5,044,846 |
| *Maryland | 3,434,825 | 2,190,779 | 1,600,442 | 3,791,221 | 356,396 |
| Massachusetts Mutual | 38,482,940 | 24,482,168 | 14,480,481 | 38,962,649 | 479,509 |
| Metropolitan | 90,877,502 | 37,961,635 | 19,343,705 | 57,305,340 | —33,572,162 |
| Michigan Mutual | 10,533,206 | 4,681,106 | 4,517,550 | 9,198,656 | —1,334,550 |
| Mutual, Ky. | 6,412,119 | 4,124,698 | 2,246,093 | 6,370,791 | —41,328 |
| Mutual, Md. | 1,027,702 | 593,519 | 176,692 | 770,211 | —257,491 |
| Mutual, N. Y. | 483,729,186 | 363,682,864 | 186,707,680 | 550,399,544 | 66,661,358 |
| Mutual Benefit | 153,935,269 | 131,226,227 | 53,328,957 | 184,555,184 | 30,619,915 |
| National, Vt. | 18,869,460 | 9,405,710 | 9,886,852 | 19,292,562 | 423,102 |
| New England Mutual | 75,795,745 | 58,279,647 | 23,204,163 | 81,483,810 | 5,688,065 |
| New York | 328,715,871 | 184,036,233 | 148,700,781 | 332,737,014 | 4,021,143 |
| Northwestern Mutual | 118,599,569 | 66,114,818 | 64,071,183 | 130,186,001 | 11,616,441 |
| Pacific Mutual | 8,891,855 | 5,651,017 | 2,678,158 | 8,329,275 | —562,580 |
| Penn Mutual | 51,329,108 | 31,181,911 | 22,773,911 | 53,955,822 | 2,626,714 |
| Phoenix Mutual | 40,193,739 | 33,577,097 | 10,163,856 | 43,740,953 | 3,546,214 |
| Provident Life & Trust | 38,813,039 | 17,713,245 | 24,044,836 | 42,338,081 | 3,545,042 |
| Provident Savings | 12,203,892 | 7,964,983 | 1,592,293 | 9,557,276 | —2,646,616 |
| Prudential | 46,807,024 | 13,522,525 | 11,021,445 | 24,543,970 | —22,263,054 |
| State Mutual | 17,545,878 | 10,208,184 | 8,888,870 | 19,097,054 | 1,551,176 |
| Travelers | 20,857,304 | 8,677,459 | 16,014,129 | 24,691,588 | 3,834,284 |
| Union Central | 22,565,158 | 8,271,056 | 11,088,378 | 19,359,434 | —3,205,724 |
| Union Mutual | 34,247,666 | 27,114,625 | 6,453,310 | 33,507,935 | —679,731 |
| United States | 25,512,436 | 17,427,743 | 6,934,389 | 24,362,132 | —1,150,304 |
| Vermont | 910,867 | 425,406 | 431,747 | 857,153 | —53,714 |
| Washington | 36,673,272 | 23,723,073 | 12,621,576 | 36,344,649 | —328,623 |
| Totals | \$2,525,399,646 | \$1,665,068,336 | \$995,390,550 | \$2,660,458,886 | \$135,149,240 |

*1893 figures not received. †Only 1893 figures included.

Compiled by Boston Standard.

Mutual Reserve Fund's Defense.

Two months after her policy had been issued, the insured wrote the company that in looking over their application blank she had noticed questions which the doctor had not asked her, and answered them to the effect that she had consulted a doctor for heart failure. The association's examiner had certified her heart sound. Held, that the association's acceptance of an assessment 20 days after receipt of the letter was evidence that it had waived objection to the application on that account. *Silk v. Mutual Reserve Fund Life Association*. Penn. S. C., 28 A. R. 445.

THE COURT WAS SEVERE.

The court charged the jury as follows:

The assessment had been made on the 2d of February, and they received this letter on the 23d of January from this lady, giving them that information, and on the 12th of February she paid this assessment. So that the company, being aware of this fact on the 23d of January, sent out their assessment on the 2d of February, and received the assessment from this lady on the 12th of February. One would naturally infer from that they waived the question which she had raised. This was a year and a half before, and these

questions have been so numerous, and cover so much ground, that they may have chosen to consider that that was nervousness on the part of this woman, and not worthy of consideration; and it is therefore urged by the plaintiff in this case that, when they were informed of it, it was their duty at once to tell this woman that that was the end of this policy.

The company had no business to keep it for all that length of time, and subsequently, when this woman died, to bring this fact up against the person for whose benefit the policy was taken out. Now, the learned counsel, in commenting upon that, say: "Why, it was necessary to investigate this subject; that was a short time to investigate it, and they were bound to investigate it." Well, but what investigation is necessary when the person himself tells you of the fact? Of course, if somebody else had sent word to the company that this woman had been treated for heart disease two or three years ago, or a year and a half ago, then you would naturally say: "Well, that was no evidence on which this company could act. That was a mere statement, and they would have to examine into that, and have to give the woman a chance to be heard, and therefore that would naturally account for their backwardness in informing her of the fact."

But where they put it on the ground that the woman herself wrote this letter, telling them that, what was there for them to investigate? She was the person affected by it. It was against her interests, and she herself writes this letter them. Therefore, what reason for hesitation could they possibly have had for not informing this woman instantly that that was the end of her policy—"We have received your letter, and that is the end of your policy." But they did not do so, but continued it, and allowed her to die in the belief that this policy was valid. Therefore the plaintiff contends that, even if they did not, that, having subsequently made the assessment and received the money from her, that was the end of it, and they have no right to set it up now in this defense.

At the time of the release it was alleged that they had paid this money back. They probably saw the force of this, and at the time of the release it is alleged they paid her this money back. That, however, she positively denies, and says they did not pay it to her at all; neither did they pay her the one dollar consideration of this release. Therefore, gentlemen, I leave it to you to say

whether this release was fairly and honestly obtained; and, second, whether this letter informing them of this fact was not waived by them by their subsequent action.

Insurance v. Underwriting.

FROM A PAPER BY EDWARD BROWN, READ AT THE EIGHTEENTH ANNUAL MEETING OF THE FIRE UNDERWRITERS' ASSOCIATION OF THE PACIFIC, FEBRUARY 20, 1894.

The writer well remembers that when the old president of a very prominent Philadelphia company died, his successor was selected from the directorate instead of from the rank of educated underwriters, as common sense should have dictated. In Europe they manage these things better. There the president is practically chairman of the board of directors. He has nothing to do with the underwriting. That is entrusted to a manager, and manager is selected because of his record as an expert underwriter; but in the United States the president of the company is usually the dictator of its business affairs. He is the captain of the ship. Now this particular director, who was elected president, had been a successful dry-goods man. Two months after his assumption of the presidential chair he told a friend that he was utterly astonished to find how readily the fire insurance business could be mastered. Two years thereafter he frankly admitted to the same friend that he had been in error and was only just beginning to understand the rudiments. So you see that throughout the entire profession the "insurance man" is frequently found occupying the place which should be filled only by an "underwriter."

It is only the thoroughly well informed man who understands and cheerfully admits how little he knows. I have no doubt that there are a great many men in our business, presidents, secretaries, managers, general, district and local agents, who would be very indignant if it were hinted to them that they might be "insurance men" but not "underwriters." It is but fair to say that this abnormal condition of things is very greatly diminished now as compared with a couple of decades back. Good "underwriters" are to be found occupying positions in all parts of the country, north, south, east and west, but the idea is still too prevalent at headquarters that nearly all of the skill and intelligence in the profession is to be found there, or near by.

A CALIFORNIAN'S IRONY.

About fifteen years ago a general agent from this city was in New York at the time when the National Board was holding its annual session. His company extended to him the courtesy of an invitation to the dinner at the windup of the session. There was a large gathering; most of the shining lights of the profession were there, and there were many very clear-cut and even brilliant speeches made. Along towards midnight he was astounded when Mr. Geo. T. Hope, the Chairman, called upon him to speak for the Pacific Coast. He had never, he told me, made a speech in his life, and felt a great deal more like going through the floor than standing up before such an audience. Summoning to his aid that important essential in our profession, vulgarly termed cheek, he did succeed in maintaining an upright position for a short period, in which he deprecated the wisdom of the call upon an uninformed Californian to speak upon the subject of insurance before men who were past-masters in the profession.

He said that New York was the fountain head of insurance knowledge; that the stream which flowed from this fountain reminded him of certain streams on the Pacific Coast which issued from the mountains bank full, but which, through absorption and seepage, never reached the sea. It flowed from New York, but being absorbed as it traveled westward by the various states and towns, it very rarely got beyond Chicago, and never reached San Francisco. The only insurance knowledge that was possessed in the latter place was the simple plan of charging sufficient premiums to pay losses and expenses, and a trifle over. This was all that was understood in San Francisco, and therefore the speaker could not enlighten or interest his hearers on any of the scientific topics pertaining to the profession.

This little speech was received in dead earnest by the hearers, and one of the gentlemen, prominent in New York, told the president of the company, which the Californian represented, that his San Francisco agent had done very nicely; that he was a sensible fellow and manifested it by not claiming to know more than he really did.

THE PACIFIC COAST PHYSICAL HAZARD.

One is sometimes led to question whether the "insurance man" is not too numerous in the management of the affairs of the Pacific Insurance Union. The writer may be quite wrong in his conclusion, but often times the

idea presents itself very strongly to him that a little more foresight in shaping its course would result in a different tack being followed in some particulars. It would seem as though the true underwriting principle would be to collect from our clients no greater assessment than is necessary to pay probable losses, necessary expenses and a fair margin of profit. If this idea were intelligently followed and applied to every part of the Coast, nine-tenths of the troubles which the Union has labored under ever since its organization, and which now threaten to result in its speedy dissolution, might have been averted. Every person who has carefully and intelligently studied the subject knows that there are the utmost diversities of both physical and moral hazard in this field commonly known as the Pacific Coast. Our own state alone has about all of the climates to be found between the 20th and 60th parallels of north latitude, or from Cuba to Greenland. We have regions where frost and snow are utterly unknown, and we have places where it freezes nearly every night in the year. There are districts where rain and fog are almost continuous, and there are others where scarcely enough of moisture falls to settle the dust. Between eastern Oregon and Washington and western Oregon and Washington there is a difference of climate which can only be realized by those who are familiar with both sections. In one there is an extraordinary precipitation, an atmosphere that is moist nearly all the year around and a remarkable absence of high winds, and also very little of extreme heat or cold. East of the Cascades are to be found intensely hot weather in summer and very cold winters, but little rainfall and a wind that blows a gale day after day and week after week during certain periods of the year. In Idaho, Montana and Utah the physical hazard varies from that of the districts before mentioned, and also varies one from the other.

THE PACIFIC COAST MORAL HAZARD.

It is no less understood that the moral hazard is almost as diversified as the physical. In the older, settled portions, such as in central California, in the vicinity of Los Angeles, in certain of the Coast counties, in the Willamette valley in Oregon, in the "Sound" country of Washington, etc., etc., the moral hazard is and has been excellent; but if we take the other portions of the Coast which have been boomed and which have attracted a floating population, adventurers from all parts of the universe, there we find the moral

hazard to be of the very worst possible character. An intelligent system of rating would take cognizance of all these facts, which are patent to every one, and would vary the charges for insurance in correspondence with them. It is not to be denied that the Union has used different bases and varying charges for exposures, etc., but notwithstanding this it is a well recognized fact that under the existing tariffs and special ratings certain sections have been generally unprofitable, whilst others have been continuously profitable. Companies and managers have striven hard to get, each of them, more than a fair share of the business in the favorable localities, and to accomplish this many of them have paid extravagant and unauthorized remuneration to their agents. To this, more than to any other one thing, or perhaps more than to all others put together, has been the disturbing element in the Union, and has on more than one occasion brought it to the very throes of dissolution. Time and again peace has been patched up only to be again broken. Last summer a move in the right direction was made, rates were advanced in certain counties in this state, but had that been followed up, as it should have been, by reductions in other counties, where it was well understood that the business was extremely profitable, the recent and still existing troubles would, most likely, not have occurred. I claim that "underwriters" should foresee and provide against all dangers of this kind, should disarm antagonism, should cultivate the good will of their clients, and should aim to popularize their methods, just as mercantile people do. A strong hand should be used, whenever necessary, in self-defense, but at all other times it should be well gloved.

The Lancashire.

The annual meeting of the Lancashire of Manchester brought to the surface once more some facts which are a warning to policyholders of the Mutual Fire of New York. The chairman of the Lancashire said: "The loss under the reinsured business of the Mutual Fire was abnormally heavy." In consequence, the Lancashire is obliged to pass the usual dividend this year. The policyholders of the Mutual Fire should take warning from this "abnormal loss," because the Mutual Fire is now loading up with the same "jumbo" risks which have cost the Lancashire so many hundreds of thousands of dollars. The Lancashire is a staunch company and can easily stand the loss. But the Mutual Fire can never again

find a good-natured elephant upon which it can unload. Speaking of the revision of the Lancashire's American business the chairman says: "That this revision has been done on proper lines is evident from the fact that we have traced losses in canceled risks, within the year, amounting to no less a sum than \$800,000.

The Travelers Insurance Company.

The moral: "Insure in the Travelers," still holds good, judging from that company's statement for 1893, whether straight life or accident or employers' liability insurance is wanted. Thirty years measures the span of its life, during which the company has paid losses amounting to nearly \$25,000,000. Backed by a cash capital of \$1,000,000, it now has in hand assets amounting to \$16,014,129, which, after providing for liabilities, yields a surplus, as regards policyholders, of \$2,206,617. In 1893 the company wrote \$19,047,206 of new life insurance, and paid to life policyholders almost an even million dollars, and for accident claims a like amount. The new accident policies written in 1893 numbered 93,396, and all stand for reliable indemnity. With President Jas. G. Batterson and Secretary Rodney Dennis at the helm just such results as are above recorded were to be expected.—Insurance Post.

W. W. Haskell is general agent for the Travelers for the Pacific Coast, with offices in the Mills building. Jno. E. Finnegan is city agent.

Colorado Fidelity and Casualty Business in 1893.

| | Risks Written. | Premiums Received. |
|--|----------------|--------------------|
| Ætna | \$ 407,500 | \$ 1,553 |
| American Surety | 1,934,400 | 10,290 |
| Employers' Liability, England | 2,444,330 | 12,221 |
| Fidelity and Casualty | 2,819,950 | 16,859 |
| Fidelity and Deposit, Maryland | 27,000 | 255 |
| Guarantee Company of North America | 173,000 | 744 |
| Hartford Steam Boiler | 711,000 | 6,782 |
| Inter State | 18,000 | 166 |
| Lloyds' Plate Glass | 136,020 | 4,065 |
| London Guarantee & Accident | | 14,276 |
| Metropolitan Plate Glass | 94,048 | 3,135 |
| New Jersey Plate Glass | 9,540 | 290 |
| New York Plate Glass | 69,796 | 2,159 |
| Pacific Mutual | 7,803,450 | 39,176 |
| Preferred Accident | 3,472,000 | 2,524 |
| Standard | 427,700 | 6,806 |
| Travelers | 6,700,800 | 50,028 |
| Union Casualty and Surety | 1,000,752 | 11,660 |
| United States Guarantee | 285,100 | 1,063 |
| Totals | \$28,534,389 | \$1,830,461 |

National Life Insurance Company.

NOTABLE GAINS IN BUSINESS AND ASSETS. WOMEN INSURED ON EQUAL TERMS WITH MEN.

The annual statement of this very successful Vermont company, which we print elsewhere, so clearly sets forth both condition and progress that little is left for us to say by way of analysis. The assets, in round numbers, are now \$10,000,000. The gain last year, \$1,123,897 or some 13 per cent., was very creditable, and is especially noteworthy in a company of the size of the National. Speaking of size reminds us that the National is now in the class which can invest assets to the very best advantage. It is neither too large nor too small: and it is therefore fair to assume for an indefinite length of time a 4½ per cent. interest earning power, or, in other words, a surplus of \$1,719,861. On a 4 per cent. basis the surplus is the very handsome one of \$1,134,092, a gain of \$132,018 in twelve months.

The premium income last year was \$2,388,814, a gain of \$300,566. The amount paid policyholders was \$1,088,644. Under the liberal contracts issued by this company, many policyholders were helped, with loans and cash surrenders, to tide over the unprecedentedly hard times. They hold the National Life in grateful remembrance, and will contribute to the prosperous growth of the company in the future.

The National Life issues ideal contracts of life and endowment insurance. All forms of policies will, when requested, be written so that the insured may at any time arrange or re-arrange his contract, creating a trust fund, payable in equal amounts during a term of years, or life annuities will be substituted for outright cash payments.

The National Life writes policies on the lives of women at the same rates as on men's lives.

G. M. Stolp, the Pacific Coast manager, has made a pronounced success of his department, beginning with virtually no business on the books, and placing thereon, in a few years, a large volume of the best class of business.

Accident Department.

The Union Casualty, represented here by J. D. Maxwell, has secured the trainmen's business of the Santa Fe road.

*

The Fire Underwriters' Accident Association of America is a new Chicago enterprise, by W. C. Phipps. Membership is to be limited to fire underwriters and the employes of their offices. There does not appear to be any crying need of this new assessment scheme, and until it is well established and its management is tested The Coast Review must decline to recognize it as legitimate. The new scheme may succeed—if it charges enough, collects enough, and distributes its collections properly. Meantime its membership is *x*. As it cannot hope to furnish any better or cheaper insurance—sure enough insurance—than the companies already established which have tangible resources and official records, we wonder what the association was begun for. Perhaps Mr. Phipps can tell. Fire underwriters know something of the unreliability of mutual fire insurance companies, and they may put Mr. P.'s company in the same class. If the Fire Underwriters' Accident Association succeeds, however, as it may of course, we may expect to hear of the launching of the Accident Underwriters' Fire Association of America making a specialty of preferred risks, such as family dwellings.

*

The American Employers' Liability has a reserve which does not come up to the law. The stockholders say they will pay up.

*

Another fraternal accident assessment company is in difficulty. This time a branch of the Ancient Order of United Workmen at Chicago, called the "Upchurch National Accident Association." Over 2,000 members allowed their certificates to lapse in 1893. A special "save us" assessment of \$3.00 per member has been levied. The secretary says: "If this call is not promptly met, it will be necessary to wind up the business of the association." We invite the attention of Mr.

Phipps to this suggestive experience of the Ancient Order of United Workmen's Accident Association.

*

The Guarantee & Accident Lloyds was barred out of Wisconsin because it had several unpaid claims—past due, we suppose.

*

Black & White says: "Crossings at grade have killed more people every year in this country than were ever killed in the bloodiest battle ever fought on this continent." Will our colorless friend please give its authority for this statement? Let us have the figures.

*

The preferred Accident Insurance Company of New York is about to place on the market accident tickets of a new order. These tickets cover all accidents at home or abroad, insure women as well as men, and give full benefits for loss of limbs or eyes as well as for death. The Preferred Accident is now licensed to do business in thirty-four states and is about to enter three more.

The Fire Association of Philadelphia.

Paul M. Nippert has resigned the general agency of the Fire Association of Philadelphia, and has been succeeded by John D. Bradford of Atlanta, Ga., formerly a special for the company in the Southern field. The relations between Mr. Nippert and the company were of the pleasantest character, and his resignation, after building up a good business, was accepted with regret.

Manager Bradford has taken hold of the agency energetically. J. M. Beck has been appointed special agent of the Fire Association for California, Utah, Arizona and Nevada. Rod. E. Smith will continue to supervise the business of the company in Oregon, Washington, Montana and Idaho. Manager Bradford will soon make a tour of the Coast territory.

The statement of the Fire Association of January 1st is as follows: Capital paid up, \$500,000; total assets, \$5,056,720; net surplus, \$504,922; premiums, \$2,118,177;

income, \$2,356,863; surplus to policyholders, \$1,004,922. These figures testify to the great strength of the Fire Association. There are only nine American fire offices with assets in excess of five millions. The Fire Association is one of them. The business of the company is steadily increasing.

Life Insurance Matters.

We have been much gratified by the receipt of a copy of the American Dairyman containing a half-length portrait of that great and good man Edward B. Harper. We are under the impression that Mr. Harper's modesty has hitherto prevented the appearance of his picture in the public prints. Readers of New York papers have doubtless commented on the peculiar modesty of the gentleman in this respect; and they have wondered at the entire absence of any reference to Mr. Harper personally, excepting merely as the president of the association which spends so much of its members' money for whole page advertisements in New York daily papers and for banquets at fashionable maisons. It is, alas, a rare thing to find so unassuming a man as Mr. Harper occupying so prominent a position.

* *

The Coast Review entreats Mr. Harper to banish his bashfulness, and permit the reporters to "interview" him, that they may learn from his own lips something of his life and political aspirations, and incidentally the secret of his tremendous energy and overwhelming success in selling "insurance" at "half price." The members of the Mutual Reserve Fund, as well as the reading public generally, will bear us out in the declaration that the president's silence in all this advertising uproar, and his shunning all publicity, only whets public curiosity, and is hardly fair to his host of admirers.

* *

The American Dairyman deals in the milk of human kindness. It favors the curious world with both a portrait and a biography of the retiring but distin-

guished president of the Mutual Reserve Fund. The public is informed for the first time that the M. R. F. "is in the front rank of the great insurance organizations of the world," and that all its "succession of successes, each grèater than its predecessor," are to be credited to "the splendid ability" of President Harper, who "stands in the forefront among the really great men of to-day." We learn, too, that Mr. H. is not only the creator of the association which has a reserve fund, but for all the "reforms" in old-line life insurance in thirteen years "the country is indebted solely to him."

* *

We learn further that Mr. Harper is the biggest Mason in the world; that he is a native of Delaware and is not ashamed of it; that although he elected Mr. Cleveland in 1884 because that gentleman was an avowed friend of assessment life insurance, he is now an active member of several Republican clubs and is a candidate for the Republican nomination for governor of New York; that in many particulars he resembles the late philanthropist Mr. Childs, though just how little or how much of Mr. Harper's princely salary has been given to worthy charities the modesty of the great man forbids his saying. With this evidence before us—evidence which we have no reason to doubt was written by Mr. Harper himself—we are prepared to believe that the president of the Mutual Reserve Fund is a very devout man, as well as a self-made man of business, who worships his maker.

* *

The half-length picture before us is certainly that of a strong, healthy man. The members of the association will be glad to hear this, for no doubt many of them fear that the Mutual Reserve Fund might not long survive its president. Mr. Harper stands erect and smiling, "dressed in his Sunday best." We note with pleasure that he does not carry a cane dude fashion, to the imminent danger of anybody in the vicinity. On the contrary, he has a bible in his left hand, and his right hand is thrust into a pocket, possibly in search of a tract. We

hasten to add that it is his own pocket. It is pleasant to note that for once this good right hand is not in the pockets of the members of the association, collecting assessments.

* *

With all Mr. Harper's depressing modesty and thunderous energy, he is a very illiterate man. Witness his full-page advertisement in "Insurance," wherein with a big black S he shrieks that the financial standing of the association is "safe," and not only safe but "sure," and not only sure but "sound," and not only sound but "secure." If Mr. Harper will consult Webster he will be convinced that these words are synonymous.

* *

We are pleased to believe that there is less detraction of other companies by agents and solicitors than formerly—perhaps not very much less, but yet a noticeable decline. Ten years ago, yes, five or three years ago, the recent malicious attacks on the New York Life by the Chicago Dispatch, feeble, groundless and clumsy though they were, would have been eagerly employed by agents of other companies. But the ridiculous abuse and misrepresentations of the Chicago paper were ignored by life insurance solicitors and were laughed at by the few respectable readers of the Dispatch. The Mutual Life promptly issued a circular letter forbidding any of its thoughtless and too zealous agents from employing the Dispatch articles in the work of soliciting. No doubt other companies issued similar circular letters of advice and instruction to agents. There has been, within a few years, a pronounced advance in tone in these matters. Company managers stand together in the well-grounded conviction that an attack on one is an attack on all; and the batteries of the army of blackmail, directed against one company to-day, will, if successful, be turned on another company to-morrow. Agents, too, generally, apparently realize to-day, as never before, that detraction of a competing company reacts on the life insurance business as a whole. Detraction in return is provoked, and the disgusted

public finally says, "a plague o' both your houses," and distrustful of all companies is loth to insure in any.

* *

The solicitor who first interests a man in life insurance, or who first tempts him to increase his insurance, does a very indiscreet thing if he "runs down" another company. It is ordinary decent human nature, first, for the man to feel in some measure committed to the man who first interests himself in the subject; and, second, it is equally natural for him to feel an interest in the maligned company and to make inquiries which may persuade him to abandon the thought of insurance or may finally persuade him to apply for insurance in the very company which the indiscreet and ungenerous agent sought to prejudice him against.

* *

Our boasted modern civilization is merely a prolonged fight in which the fittest (not the best) survive—the fittest for the artificial conditions of life. We all are friends and foes in this ignoble fight. In dealing with any man we know he is the foe—euphemistically, the competitor—of some other man. Now, everybody likes a generous foe; and the agent or solicitor who, in the fight for business, is generous with his enemies—euphemistically, his competitors—wins the respect and secures the sympathetic and active aid of the men whose attention he has enlisted. If they conclude to insure they will give him and his company the preference; for both his candor and generosity will have impressed them favorably and secured their confidence.

* *

It must be a great satisfaction to the managers of the smaller and unambitious life companies to note that a large part of the new business written by the larger companies does not stick, and that the cost thereof is so great that future dividends and reserves will be seriously affected.

* *

We wonder sometimes at the mildness of the management of the smaller life companies. They resist not evil. The

payment of extravagant commissions by the larger companies with fat reserves is really an assault on the smaller companies, which can not pay such commissions without noticeably intrenching on their reserves. The smaller companies are placed at considerable disadvantage in the struggle for new business, and they must rely on time to vindicate their economical methods. But they do not strike back, as they might; hence the expression of wonder in the opening sentence of this paragraph.

* *

We of the insurance press are not wholly without fault in this matter. Let us confess that, in common with erring mortals generally, we have been too strongly impressed by mere bigness; whereas we know, down in the common sense recesses of our understanding, that the smallest company—and we don't know which it is—may be as strong and enduring, measured by every standard of strength and durability, as the largest company—and we don't know which it is, either.

* *

The Penn Mutual suffered a large loss of surplus last year. This company is a great sinner in the matter of rebates.

* *

The Philadelphia agent of one of "the giants"—Register by name—has been offering "extraordinary commissions to insurance brokers," which of course they will rebate and are expected to rebate to the insured. Another company's representative has issued a circular offering 70 per cent. commissions. The era of peace is yet afar off. The only way to kill rebate is to cut off the head of commissions.

* *

Secretary Foster of the new Royal Union Mutual Life of Iowa—which may die of name-poisoning—expressed astonishment at seeing so many life insurance men together at the recent sixth annual meeting of the Chicago Life Underwriters' Association. The Coast Review would be more astonished to find any number of life insurance men together in San Francisco.

At the Chicago banquet Ira J. Mason said:

In 1669, twenty-five years before the establishment of the Bank of England, life insurance statistics were prepared for annuities.

It is a singular fact that life insurance and banking started together, and almost as soon in this country as in England.

The state of Massachusetts formulated the theory of reserves, and legally established life insurance on a solid, scientific basis. To the insurance commissioner of Massachusetts, the late Hon. Elizur Wright, is largely due this great achievement.

As Americans we have occasion for great pride in this system of supervision of life insurance, which has been adopted by England as well as by most of our states, and perhaps we shall be able, after awhile, to realize the prophetic vision of Mr. Wright, that "life insurance companies will eventually absorb the surplus wealth of the country."

I remember very well, in 1856, when the "Mutual" changed the million figure from two to three, we looked at it with wonder and said: "At this rate where will this go?"

Report of the Grand Jury.

The grand jury of San Francisco city and county, of which General Agent James of the Alliance was a member, discussed fire department affairs briefly and to the point. We presume that Mr. James wrote that part of the report.

The creation of a full-paid fire department is urged, with companies of ten men each in the business districts and eight men each in the outlying districts. Fire alarm boxes, from which the keys cannot be removed, and which shall be placed on lamp-posts, are recommended. Further recommendations are: the placing of 3,000 new hydrants, the purchase of an additional water-tower and six more engines; and that the North Beach district be better protected.

Of the fire commissioners the report says:

"Under the present system the commissioners have but little voice except as regards employees. Though nominally responsible for the affairs of the department, the custom in vogue by the supervisors (which does not ap-

pear to be required by law), of subdividing the appropriations as the board may see fit, and the system of requiring all purchases to be made by the supervisors, or one of their committee, robs the commission of the power of using any discretion regarding the very matters which it was instituted for the purpose of controlling."

The board of supervisors has hitherto subdivided the fire department appropriation, and the result has been that one branch of the service has suffered for funds while another branch had a superfluity. This peculiar practice is responsible for the present disgraceful state of affairs. There is an unexpended balance of the original appropriation for the fire department. Yet there is no money wherewith to buy coal, the appropriation for that item or class having been exhausted. The secret of the supervisors' course in this matter is uncovered when we learn that they have the spending of fire department funds, and that all unexpended balances revert to the general fund. To enable the board of supervisors to purchase fire department supplies, for reasons which are self-evident, the fire commissioners are deprived of their just authority; and to secure the reversion to the general fund of all unexpended balances the fire department is crippled by a needless subdivision of the appropriations.

Union Assurance Society.

United States branch statement: Assets, \$841,967; surplus, \$526,720; premiums, \$444,849; losses, \$217,207. Gains: in surplus, \$73,653; in reserve, \$72,677; in premiums, \$163,669; in assets, \$173,988. The Union Assurance Society was established in 1714. It is represented on the Coast by Catton, Bell & Co., who wrote \$120,540 in premiums for the company in 1893, a gain of \$43,000. The Union has just created a new Western department at Chicago, with Warren F. Goodwin, formerly of the Northern, in charge. The last home office report (Coast Review Chart) gives the Union \$3,339,700 gross fire assets, with \$1,345,200 surplus, and a rapidly growing business.

Foreign Lloyds.

The attorney-general of New York informs Insurance Superintendent Pierce that "special agents" are authorized to place risks with corporations and not with Lloyds. These "special agents" are appointed by the department to place surplus lines in unauthorized corporations. This variety of the genus special agent is found only in New York city.

The Continental Insurance Company.

Among the few fire insurance companies, American or foreign, making a first-class statement for the year ending December 31, 1893, the Continental of New York takes a front place. This great company incurred an unusual loss ratio, in common with the majority of companies, but it added \$52,990 to its gross assets, increased its premiums \$242,318, and increased its reserve for unearned premiums \$196,143. Its decrease in net surplus was chiefly due to the general and temporary decline in the market value of securities.

Here are the confidence-compelling figures of the Continental's annual statement: Total assets, \$6,433,171; net surplus, \$1,576,595; policyholders' surplus, \$2,576,595. The premium income was \$2,954,423. The total income was \$3,228,004. The total outgo, including dividends, was \$3,052,744, leaving a large balance on the right side.

The managers of the Continental are thorough and scientific underwriters. They were the originators of the Universal Mercantile Schedule, and they are among the first to support every measure or practice tending to put fire underwriting on a scientific basis and lift it out of the ruts of merely traditional practices.

The Continental has behind it a loss-paying record of over thirty million dollars. In the great Chicago fire the Continental paid nearly two millions in losses without impairing its capital.

The Pacific Coast department is in charge of W. S. DuVal as general manager and F. C. Barkman as assistant general manager. The Coast department is now invested with authority more satisfactory to all concerned, and not the least so as regards the local agent. Manager DuVal is extending the agency plant of the Continental in this field.

Don't Believe It.

When you see anything in a daily paper about insurance or an insurance company, don't believe it, for there are about nine chances out of ten that it is not true.

The New Agent at Hanging Rock.

There was a vein of originality about our new agent at Hanging Rock, Colorado, that led us to hope that he would pan out the pure metal, with only a trace, here and there, of lead and copper, but the final assays were disappointing.

When he agreed to act for us, he said: "I don't know much about insurance, but I'm a hustler and willing to learn." That sounded encouraging, and I began to read to him our prohibited list, beginning with "auction stock" and ending with "zinc factories," calling special attention to the combustibility of "hay barns," "Chinese laundries" and "powder magazines"; ringing the alarm on "cigars and tobacco"; calling in the patrol on "lithographic stones" and sounding the police whistle on "wall paper and paint stock."

He interrupted me with the remark: "I can't remember all of those. All I want is to know the risks you *can* take, for after I write a policy, I never will cancel."

I gave him the desired information; cautioned him about limits, moral hazard and prompt remittances, and took the morning stage for Gunnison.

His first letter, received some two week later, said:

"I'm working up a big business on a new plan. You will be surprised when you learn how simple and easy it is. I'm careful about getting an *Ar* moral hazard and no excess lines. Yesterday, Bill Brown wrote up a policy of \$2,500 on the furniture and fixtures and everything in the house, situate in the 'Miners' Home,' a first-rate, third-class, wooden hotel, with stove-pipe flues, ten miles from here, at the crossing of Rattlesnake Gulch and Mesquit Creek. The whole outfit isn't worth six hundred, but Bill is a dead shot, and said if the policy didn't stick, he'd cancel me at short range with a Winchester, and wipe out the agency; so I reinsured \$2,475, with the other agent, keeping \$25 for us, covering on the cook stove, with patent water back. If she burns, as I think she will, we'll have a salvage, sure."

During the next six months, he sent in nineteen curiously worded reports, with the numbers badly mixed.

We supplied him with fifty policies, numbered from ten thousand five hundred and one to ten thousand five hundred and fifty. None of the numbers of his reports were consecutive. In answer to queries, he merely said: "That's my new system aworkin'."

Finally, I made a special trip from Denver to Hanging Rock, and asked an explanation. "This system is simple and effective," said he. "I thought it out myself, and it's a daisy. Of course, I don't know anything about policy writing, and the man who wants to insure knows what he wants better than I can tell him; so I signed all of the policies and distributed them around town, among the business men, and asked them, whenever they got ready to insure, to fill out the policies themselves and let *me* know. Then I let *you* know, and that's the reason the numbers don't run regular. If number forty-nine writes up his policy before number nineteen, I send the report right in. In time, the numbers will check up all right, but it may take a year before they all fit in. How do you like the system, isn't it neat? It suits our people exactly."

I stayed a week; got in all of our policies, except Bill Brown's, and took up the agency. It was a needed lesson, and I profited by it.—California Knapsack.

American Fire Underwriting in 1893.

We make the following extracts from the Connecticut insurance report, just out:

The reduction of surplus, \$6,968,908, although seven times greater than the reduction in the previous year, does not cover all the loss. The reduction in the capitals of four offices amounted to \$700,000, and the balance of funds remitted to the United States offices of companies from foreign countries was \$670,351. The present surplus beyond capital was thereby increased by both these items, namely, \$1,370,351; and the real loss of the year, from shrinkage in values, payment of dividends, and from the workings of the business, was the sum of the two losses above mentioned, or \$8,339,259. Of this sum \$4,931,350 was paid out in dividends to stockholders and policyholders, leaving a remainder of \$3,407,909, which represents the loss arising from shrinkage of values and from the transaction of the insurance business, aside from the payment of dividends.

It remains to ascertain roughly what part of this arose from depreciation in the value of the assets. The total income, including the balance of foreign remittances, and the \$100,000 new capital of one company, was less than the total expenditure by \$42,079, whilst the assets decreased to the extent of \$2,105,370. The difference between these two sums, or \$2,063,291, appears to measure the depreciation in values. The loss arising strictly from the

workings of the business, and apart from dividend payments, appears to have been \$1,344,618.

Instead of any profit in 1893 to the companies, taken all together, there was a loss from various sources of over eight million dollars. In 1892 there was a profit of over four million dollars, about five-eighths of which accrued by the appreciation of the assets. The results of the two years differ by more than twelve million dollars.

Fire premiums increased \$3,632,083 and marine premiums \$346,654, whilst interest, etc., decreased \$11,570. The unearned premium fund amounts to \$97,464,266, showing an increase of \$2,618,704 during the year. The gain in total income was \$3,967,167.

The losses paid were greater in amount than those of the previous year by about nine million six hundred thousand dollars, or thirteen per cent. In both years the remittances by the United States branches of companies of foreign countries to the home offices have been less than the amounts received from them.

Sample Masonic Benefit Society.

One of the beauties of fraternal assessment insurance which provides no reserve, but in happy-go-lucky fashion hopes that "new blood" will make up for increasing mortality, the result of increasing age, is being exemplified in the case of the United Masonic Benefit Association of Missouri. This association got along famously in its earlier years, furnished cheap insurance, and seemed to give the lie to all assertions that a reserve in hand was worth more than a reserve in the pockets of members. But not long ago the association fell into hard lines. The "new blood" didn't assert itself with sufficient force to keep down the cost of membership, and soon the healthier lives began to feel that they were carrying a burden and stepped out from under, until there were so few left that the assessments amounted to the astounding sum of \$140 on each certificate. There was nothing cheap about that, even to the most fraternal of fraternity men, and so they refused to pay, and the association failed. Unfortunately for the members, there were unpaid death claims for a considerable amount at the time of the collapse, and the superintendent of insurance thought they ought to be paid. He therefore began suit against the individual members to enforce payment of the assessment against them. The court has decided that they must pay up, and they've a new idea now about reserves.—Investigator.

Manhattan Life Insurance Company.

The forty-fifth annual statement of the Manhattan Life Insurance Company of New York presents these very attractive figures: Insurance in force, \$64,294,470; insurance written in 1893, \$17,840,208; premiums received, \$2,113,910; paid policyholders, \$1,737,030; assets on January 1, \$13,486,674; surplus, \$1,034,769.

Gains were made in assets, in insurance written, in insurance in force, and in assets. This is an exceedingly fine record for an exceedingly bad year.

The Manhattan Life, it is evident from these facts and figures, is in a healthy condition and is well equipped for the extension of its business. It has prosperity and surplus funds and impregnable resources, and behind them the record of over thirty-five million dollars paid policyholders.

All this is much indeed in the judgment of intending insurers; and the character of the policy of the Manhattan Life leaves nothing to be desired. The policy issued by this company is incontestable, non-forfeitable, payable at sight. It contains no suicide nor intemperance clause, grants absolute freedom of travel and residence, and is free from all technicalities. Privileges and guarantees are part of the contract and appear written in the body of the policy.

The well known John Landers, one of the oldest Californians, is the general manager of the Manhattan Life in this field. Mr. Landers is the oldest general agent on the Pacific Coast—that is to say, he has served more years as general agent than any other man.

Mr. Landers assumed charge of the Manhattan Life as general agent in 1864—thirty years ago—and he has held that position ever since. The receipts of his agency have aggregated \$3,022,534, and the claims paid, \$1,966,763. This is a record of which Mr. Landers is justly proud.

HIGHEST BUILDING IN THE WORLD.

The Manhattan Life Insurance Company is now erecting an office building on Broadway, New York. It will be 242 feet high from the sidewalk to the top of the roof. Rising from the roof there will be a lofty tower, making the height of the building from the Broadway curbstone to the foot of the flag-staff 350 feet. It will be the highest office building in the world, and will have a frontage of 67 feet and a mean depth of 122 feet. The building lot cost \$1,500,000 and the building will cost about as much. The steel skeleton, which was erected in three months, weighs 12,000,000

pounds. The total weight will be 43,000,000 pounds, or with contents 62,000,000 pounds, to be sustained on thirty-four columns. The pneumatic process was employed to carry the foundation down to bedrock 54 feet below. This is the first instance of the employment of that process in buildings. The masonry work was completed on the caissons above as fast as they were sunk beneath.

Whose Special?

A PARODY.

Abou, our Special, although queer it seems,
Indulged one night in some insurance dreams
Of rates, rebates, excess commissions rare,
That racked his brains enough to make a Special swear.

Waking, he saw, within his moonlit room,
Making it rich and like a lily in bloom.
An angel writing in a book of gold.
Exceeding gall had made our Special bold,
And to the presence in his room he said,
"What writest thou?" The vision raised his head.
And, as his radiant face came full in view,
Answered, "The names of men who love the
P. I. U."

"And is mine one?" quoth Abou. "Nay, not so,"
Replied the shade. Our Special spoke more low,
But cheerily still, and said, "Then, while you wait,
Write me as one who never cut a rate."
The angel wrote, and vanished. The next morn
He came again with the first blush of dawn,
And showed the names the P. I. U. had blest;
And lo! our Special's name led all the rest.

J. M. H.

Bees.

Bees, of course, come under the head of "special hazards"; at least I've always found them specially hazardous. "Hives," too, I'm told, are bad, but I can't speak from personal knowledge, as I never had them. The specially hazardous feature of the bee is his *fiery* nature; hence, hives containing rival swarms should be charged for as exposures to each other. Good underwriting would demand that a specific amount be placed upon each bee; or a warranty that, in case of loss, no bee should be valued to exceed \$. . . , etc., etc. There should be a proviso that no bee is covered under the policy while straying off the premises of the assured, which would be defined by metes and bounds (or, as the bee does not *bound*, by metes and *flights*. It should be understood that the "metes" does not refer to the *meets* between two or more rival swarms, or to any meat human or other kind, into which the bees may insert their stings.)

Specific amount should be named on the "queen" bee, and she should be insured by *name*, so that in case she is *fiery* by the hive

(company not liable for such *fring*) the new and substituted queen could not be foisted upon the innocent adjuster as the original simon pure queen of royal descent covered by the policy. Nor will the company permit any fictitious value to be placed on such queen. Queens are plenty and supply greater than demand. (See Hawaiian Islands.)

Come to think over it, I'm not sure but that *bees* should be rated as factories—honey factories with or without "steam power." (All I've handled I'm *sure* have steam power, or at least a *furnace* in the rear.) With these hints you can't go astray.—California Knap-sack.

A Remarkable Supreme Court Decision.

The supreme court of California recently rendered a peculiar decision which has created considerable unfavorable comment in business as well as in insurance circles. The grounds of the decision are technical; the equities of the case are unquestionably with the defendant company.

The facts of the case are as follows: About five years ago one Griffith, a lawyer in Fresno, applied to the New York Life Insurance Company for \$20,000 insurance, to be issued in two policies of \$10,000 each. The agent took the policies to Mr. Griffith, but he only accepted one, for the premium on which he gave his note for ninety days. Finding himself unable to pay the note, he asked the company to take up the policy and return the note. This was done and Griffith expressed his gratitude. A year later he was killed by a cable-car in San Francisco. Not a dollar, not a cent, had been paid on the note. Griffith had received three months' insurance for nothing.

Incidental reference to the transaction was found among the papers of the deceased. The books of the company's general agency, relating to the transaction, were shown to the widow's lawyer. He returned to Fresno and began suit. The lower court promptly rendered judgment for the company. The case was appealed to the supreme court, which on March 15 reversed this judgment.

The supreme court decided that the policy had not been canceled, because the beneficiary had not given her consent in writing. Further, that the policy did not become void by non-payment of the second premium, because the company did not notify her that the second premium on a surrendered policy was due from a man who had confessed his utter inability to pay the first premium, which sec-

ond premium she herself could not pay. Certainly the equities of the case were with the New York Life Insurance Company. The widow did not even know of the insurance in the first place.

The defendant company relied upon the fact that the failure to pay the second premium on the surrendered policy had worked a forfeiture, and that Griffith had waived all notice of non-payment of premium. The supreme court, however held that the defendant being a New York corporation, was bound by the New York law requiring the mailing of notice of amount of premium due, and failing to mail such notice to the man who had surrendered his policy the said policy was still in force. We imagine that the members of the supreme court were heartily ashamed of the hard necessity compelling them to interpret the letter of law and ignore its spirit in this fashion.

As this decision may have far-reaching consequences it is a pity that a higher court will not be given an opportunity to either confirm or reverse this decision.

United States Fire Business.

Following are the figures of the United States fire business in 1893, of companies reporting to the insurance department of New York:

| | Premiums. | Losses. | Ratio |
|--------------------|---------------|--------------|-------|
| 103 American . . . | \$ 85,419,226 | \$58,202,675 | 68.1 |
| 24 Foreign . . . | 42,539 311 | 29,749,758 | 70.0 |
| Total | \$127,958,537 | \$87,943,433 | 69.0 |

Management expenses: American, \$30,611,321, or 35.8 per cent., making losses and expenses 103.9 per cent. of premiums. Foreign, \$14,005,743, or 33 per cent., making losses and expenses 103 per cent. of premiums. Total management expenses, American and foreign joint-stock companies, \$44,617,064, or 34.8 per cent., making the average expenses and losses 103.8 per cent. of premiums.

The business of fire insurance, aside from the banking feature, was conducted at a loss of 4 per cent. of the premiums in the United States last year.

Premiums increased \$4,000,000, about equally divided between American and foreign companies. The former gained about 3.5 per cent.; the latter gained about 4 per cent.

A lady, writing from Tacoma to a general manager here, complains that she was insured in the Tacoma Insurance Company of Tacoma, Washington. Says that she went into this because she thought it was controlled by good

men, and she got a little lower rate, but winds up her letter by stating that hereafter she will not insure in *sound* companies.—California Knapsack.

The Tale of a Kick.

BY SAMMIE SUMMERS.

I heard a voice outside my door—
 "This year 'tis less, last year 'twas more."
 Such was the burden of its song:
 The voice sang loud, the voice sang long.

I looked without to ascertain
 The author of this wild refrain—
 To find what circumstance, alas!
 Had brought him to this frantic pass.

Before the cashier's desk I viewed
 A man in most unpleasant mood:
 His eyes were wild, his head was bare.
 (His hat he'd thrown upon a chair).

One hand the air with gestures rent,
 The other clutched a document:
 Well suited were his accents rude
 To his belligerent attitude:

"This policy I long have held—
 Yearly my dividend has swelled
 Till now. I think it mighty queer
 'Tis less this time than 'twas last year.

Take back your policy and pay
 Whatever you d—n please. To-day
 I'll cease to carry life insurance—
 Such treatment is beyond endurance!"

He stopped not here, but on he went
 Venting loud-mouthed his discontent:
 While ever and anon I'd hear
 "Last year 'twas more—"tis less this year."

His words went hurtling through the air,
 Sometimes he'd whoop, sometimes he'd swear.
 Sometimes for emphasis he'd tear
 A locklet from his auburn hair.

'Twas all in vain he raved and tore,
 This man outside my office door:
 The cashier listened patiently,
 His genial smile was sweet to see.

Easy his attitude. His mien
 Gave token of a mind serene;
 The light of peace was in his eyes,
 Yet on him could be found "no flies."

Thus waited he, until at last
 The storm of windy words was past;
 Then, with preliminary sigh,
 Prepared himself to make reply.

He raised his hands, then let them fall
 Like "Benediction unto all!"
 Then on the listening ears of him
 Who stood there silent now, but grim,
 His words fell like the cooling rain
 Upon a hot and arid plain:

"Drop not your policy, my friend—
 Bethink you of your latter end:
 If you fall sick and can't be cured
 Death's call will find you uninsured.

Why should you feel yourself aggrieved?
 Have you not all these years believed
 Insurance on your life would pay?
 Do you believe it less to-day
 Because, forsooth, your dividend
 Has lacked for once its upward trend?

"Off years" are things that you will find
 In business of any kind,
 Could life insurance companies be
 Exempt from this fatality.
 Then might the policy-holders revel
 In dividends to beat the devil.

But such a rich insurance pie
 Will not be baked ere whales can fly.

Think you that there can always be
 The same rate of mortality?
 Listen, friend! What I say to you
 Statistics prove as surely true:
 Death rides his horse in greater hurry
 Toward men whose minds are full of worry.
 In years when storms in trade prevail,
 When banks go down, and merchants fail,
 Then oft and oftener, day by day,
 Yawns every graveyard for its prey.

It pleases me to notice how
 Attentively you listen. Now
 Think of the storms which swept the sea
 Of business in '93:
 When Panic's rushing tidal wave
 Scooped many a monetary grave,
 And everywhere along the shore
 Were strewn financial wrecks galore.

Keep in your mind the picture wild:
 Disaster on disaster piled
 In monuments of ruin high,
 Until in altitude they vie
 E'en with the everlasting hills.
 And yet amid these monstrous ills
 "Old line" insurance companies stand
 Safe, sound and sure, a bulwark grand
 To save with ever-zealous care
 Widows and orphans from despair.

This is "insurance which insures."
 He is the wise man who secures
 His family's safety through this source
 And keeps his policy in force
 Until he dies: or till from need
 Of such protection he is freed.

Then let me ask you, oh, my friend!
 Can it be possible you intend
 To cut your family's welfare loose
 From its sheet-anchor? You're no goose:
 Were you a ranchman, I know well
 Your fertile acres you'd not sell
 Because one year they had not grown
 Such crops as former years had shown.
 In trade, would you give up your store

And swear you'd never sell goods more,
Because one balance sheet might show
That sales were slow? Indeed, oh no!

Then why rail at insurance? Why
Surrender that which, when you die.
May be your loved ones' sole relief—
A bright ray through their cloud of grief?"

The cashier ceased, and like a spell
Silence upon the office fell.

But not for long. Again the tones
Of him who kicked (we'll call him Jones)
Fell on the ear; but low and sad
They'd grown. Said he, "I was so mad
When I came in, I scarcely knew
What wild talk I was giving you.
I feel I must apologize;
(The tears stood in his bright blue eyes);
For my remarks anent surrender
The most sincere regrets I tender;
Also the coin to fully pay
The premium which is due to-day."

Suiting the action to the word
The pleasant chink of coin was heard;
Then came in strong and fervent tones
This parody from repentant Jones:
"The rarest words of tongue or pen
Will be that Jones has kicked again."

His duty done, Jones did not stay,
But turned and gently ebbed away.

Colorado Life Business in 1893.

Policies Issued during the Year.

| | No. | Amount. |
|-------------------------------|-------|--------------|
| Ætna Life | 279 | \$ 832,150 |
| Commercial Alliance | 88 | 221,000 |
| Equitable | 285 | 1,399,132 |
| Germania | 137 | 439,414 |
| Home | 18 | 99,000 |
| Manhattan | 42 | 209,820 |
| Massachusetts | 21 | 121,020 |
| Michigan | 74 | 199,376 |
| Mutual Benefit | 152 | 526,387 |
| Mutual, N. Y. | 586 | 1,800,973 |
| National, Vermont | 35 | 219,000 |
| New England | 135 | 368,545 |
| New York | 728 | 2,169,200 |
| Northwestern | 491 | 1,415,148 |
| Pacific Mutual | 119 | 240,120 |
| Penn. | 98 | 323,000 |
| Phoenix Mutual | 8 | 81,000 |
| Provident | 12 | 48,700 |
| Provident Savings | 155 | 904,500 |
| Travelers | 266 | 1,554,642 |
| Union Mutual | 38 | 125,765 |
| Union Central | 118 | 293,590 |
| United States | 140 | 360,725 |
| Washington | 59 | 181,519 |
| Totals | 4,084 | \$14,133,725 |

The losses incurred were \$435,407; the premiums received were, \$1,528,213. New business as a whole did not fall off.

Adjustment of Partial Losses.

FROM A PAPER BY R. W. OSBORN, READ AT THE
EIGHTEENTH ANNUAL MEETING OF THE FIRE
UNDERWRITERS' ASSOCIATION OF THE PACIFIC,
FEBRUARY 20, 1894.

The present system of adjustment is not only imperfect, but calculated to grow worse if not checked. I know there are those who disagree with me, but is it not an effort to extenuate for their own mistakes? In some instances they are pitiful evasions, well adapted to the occasion.

It may be quite as well to observe that leading principles regulate every department of underwriting, but sometimes modification so far intervenes as to render such regulations passive, if not inoperative. This but illustrates how gracefully we accommodate ourselves to habit, and how prone is human nature to accept departure from well-defined procedure. The fact is we are constructed on the lines of subserviency, and the so-called "expedient" is a law unto ourselves.

The contract says the assured shall be "indemnified," and it simply means the literal capacity for replacement, of the policy. It does not mean overpayment, but just what it owes.

EXTRAVAGANT PAYMENT OF LOSSES.

The individual cases of extravagant payment of losses are of little concern, but the aggregate of money so overpaid tells a mournful tale.

According to Mr. Moore, 90 per cent. of the losses are 50 per cent and under, or in other words, of the 29,332 fires reported in 1892, 26,400 represent a loss of under 51 per cent. of value. It is in this large number of fires that the excessive drain finds acceleration in the system of liberal adjustment.

Each man represented as a loser in these fires, paid a specific sum for his insurance. He paid for indemnity and nothing more. Then why should he expect anything beyond reimbursement?

The term "liberal adjustment" is a contradiction in terms, to the extent that "adjustment" means the estimation of loss. Just so soon as you pass beyond the limit of his damage, you do not "adjust," but you "give." Of this large number of fires, fully 90 per cent. were adjusted on the basis of liberality and not indemnity, and yet the constantly increasing fire waste does not, to any appreciable extent, serve to correct this.

One manager contends that the large increase of loss each year is merely in tune with

the increase of population and wealth. But this is not so. With modern improvements in the facilities for fire extinguishment, the advent of the chemical engine, etc., the total losses ought to diminish, and probably do. But total loss is not our concern; it is the partial loss up to 50 per cent. of the value that particularly interests us now.

STATISTICS.

In 1881 the per capita loss in the United States was \$1.60, while in 1891 it had arisen to \$2.30, an increase of 44 per cent., and until within the last two years, rates on the downward grade.

But let us examine further, and ascertain if this manager be correct. In the decade just mentioned, the population increased 12,500,000, only 25 per cent., showing an increase of per capita loss of 19 per cent. beyond its relative advance.

In the same period, between 1881 and 1891, the property value had advanced 52 per cent., a very large increase to be sure, but this apparently enormous increase affects land values to a much greater extent than it does personal property, and such property as is affected by insurance.

Of the present valuation, 50 per cent. is land, money and minerals, which are uninsurable, and consequently do not affect the increase of per capita loss. In these ten years land values have made marked progress, and their increase has been far greater than such property as would affect insurance.

There is another consideration—the element of depreciation, and which in ten years is enormous. It would not approach the increase of value, but would operate to reduce the increase of personal property valuation to, say 30 per cent. This would then show a net advance in per capita loss, after allowing for such advance, of 14 per cent., a surprisingly large percentage.

This, then, is a development of facts to cause some apprehension, and especially when the year of '93 witnesses a fire waste of nearly two hundred million, an increase of more than 30 per cent. over the preceding year.

INCREASE IN THE CAUSES OF FIRES.

In the analysis of losses of '92 we observe a varied increase over previous years in the causes of fires.

Almost every hazard has increased, and were it not for the remarkable decrease of exposure fires in that year the showing would have been much worse.

We are far removed from a condition of safety, as the recorded statements of the companies would indicate, and we must now, more than ever before, turn our attention to adjustments.

Of twenty-five companies whose income reached the million-dollar mark, the average loss ratio in '92 was 58 per cent., the average expense ratio 36 per cent., and allowing the average dividend of 10 per cent. on the capital, 5 per cent. of the premium income was devoted to this purpose, leaving 1 per cent. for a rainy day.

This expense of 36 per cent. is too high, but not alone is this the disorganizing element; the loss account must command equal attention.

Having been assentive, it is most natural that you ask me to name a remedy. This paper is intended as analytic more than administrative, yet I would willingly venture the suggestion of remedy. To be concise, let it be in the intelligent application of careful inquiry and the rules of fair adjustment between the rights of parties. Let us stop this free translation of the contract. Make it literal.

The assured does not pay you one dollar more in premium than you ask of him. Why reverse the proposition and pay one dollar more than he loses? Every dollar that you thus pay over a man's actual loss, develops an increased hazard. The law of development will soon convert this into its double.

Commence to contravene the present custom of quick adjustments and settlements. Make inquiry into the loss beyond a few conventional questions.

COMMON CARRIERS SET A GOOD EXAMPLE.

Our office sent some documents to one of our companies by express, and they were destroyed by fire. The clerk expressed the package as worth \$20. The express company took six weeks to investigate that claim, and after ascertaining that the copies could be reproduced for \$15, paid that amount.

An Eastern manager recently sent a \$25 banjo to his son at college. It was lost or stolen, and the railroad company made a most thorough investigation into the value of the instrument, and after four months he received a check for the \$25.

This was correct. These common carriers "agreed" to deliver safely, certain things, or to "reimburse" the sender, and after sufficient investigation they "reimbursed" and no more.

This entire question becomes merged into the one issue of competent adjustment. It is undoubtedly true that the experience of companies shows conclusively that poor adjustments are a more frequent source of excessive expense than any other item.

The president of a prominent company asserts that the year of '93 cost his company, over and above reasonable losses, about 5 per cent. of their premium income because of the prevailing system of adjustment. It is safe to say that if such be the experience of a company that is notoriously exacting in the details of this branch of its business, the general average would be much greater. In the year of '92 this 5 per cent. would have been a saving to the companies of eight million dollars. I should think that by the application of care and intelligence in the adjustment of our losses, a saving of 20 per cent. could be made, and thus the net earnings for a given year could be very materially augmented. In '92 it would have reached one million dollars. It has been suggested before, and therefore not new with me, that our policies contain a clause similar to the average clause of marine policies.

PAY NO LOSSES UNDER TEN PER CENT.

It may not be out of place to suggest that our contracts contain a provision that no policy shall contribute for loss until the damage shall have attained a certain percentage, possibly 10 per cent. This would have a tendency to reduce the number of petty claims that are being constantly made, and which are always adjusted for about 50 per cent. in excess of the actual damage. The object is to insure for two-thirds or three-fourths of the value, and if it be the intention to make the assured responsible for a part of his total loss, why should he not be alike responsible for part of the damage? It is undoubtedly a fair assumption that protection in insurance should only be partial, and if we insist upon the assured being a co-loser with the company in partial losses, it will astonish us the extent to which this account can be reduced.

Our province is to make money; the purpose of our business to afford protection; the essence of the contract to insure; but the evidence of past years is very much against this assumption.

The Big Hartford Engine.

Henry J. Eaton, chief of the fire department of Hartford, Conn., writes to correct an erroneous statement in the February Coast Review: "The fire insurance companies did not

design nor pay for the 'Jumbo' steam fire engine. The city court of common council ordered the engine and paid for her." A correct description is: height, 10 ft.; length, 16 ft. 6 in.; width, 7 ft. 3 in.; weight, equipped for service, 17,000 pounds; capacity, gallons per minute, 1,350. Throws through 50 feet of leading hose, 3½ in. dia., horizontal stream of 348 feet through 1½ in. nozzle, 338 feet through 1¾ in. noz. and 319½ feet through 2 in. noz.

Received from the Home Offices.

During 1893 the American branches of foreign companies received from the home offices the following sums:

| | |
|--------------------------------------|-----------|
| British America of Toronto | \$135,013 |
| Commercial Union of London | 180,175 |
| Guardian of London | 242,500 |
| Hamburg Bremen of Hamburg | 87,065 |
| Imperial of London | 128,090 |
| Lancashire of Manchester | 146,995 |
| Norwich Union | 29,225 |
| Northern of London | 179,884 |
| Royal of Liverpool | 217,970 |
| Sun Insurance Office | 96,950 |
| Union Assurance of London | 105,875 |

The foregoing figures do not indicate that the foreign companies are draining the country of its gold. The Guardian, which does the least business of the several English companies, required the most home office aid to meet American obligations.

Such a Nice Man, Too.

WORDS BY E. W. CARPENTER. SUNG AT THE ANNUAL BANQUET OF THE FIRE UNDERWRITERS' ASSOCIATION OF THE PACIFIC, FEBRUARY 21, 1894.

From social point of view we look
Upon our fellows kindly,
And to their business vagaries
Close friendship's optics blindly;
A "manager" we may detest,
Whose ways are dark and dreary,
Yet for the "man" have friendly thoughts,
He's socially so cheery.

CHORUS (Slow march time):

Such a nice man, too, such a real nice man,
So affable and full of information,
All who know him, must admit,
He's a man of brains and wit,
And a gentleman of spotless reputation.
He says he won't, and yet he will,
Give rebate should he like to,
Excess commissions also pay,
Through tricks *ad infinitum*.
When losses come he stands aloof,
Lets others work and worry,

But, figures made, to favor gain,

Pays claimants in a hurry.

"There's naught in this great world," he boasts,

"Shall stop me from succeeding,

I'll make just ev'ry scoop I can,

Repressing conscience-pleading;

Thus while the honest dolts plod on,

I'll soon become real wealthy,

Then quick retire from the 'Cosmos Fire,'

With a gold reserve quite healthy."

And so the choicest gilt-edged risks,

Come crowding to his door,

His prem'ums mounting higher up,

His morals tumbling lower,

His loss ratio quite modest is,

His adjustments are made gratis,

He taps his massive brow and says,

"What brain as this one great is?"

But the "Eternal Fire" (*perpetual plan*)

Does business somewhat later,

It's "always low as the lowest" bait

Will "scoop" in our rebater.

Then sizzling there, his sulphured thoughts

Revert to cooler creatures,

To the snow-made image of boyhood days,

With frosty, frigid features.

That image clothed in coat of sleet,

Till ice it all seemed to be,

Like all creation he'd like to change,

With that creation, may be;

But he's struck a special hazard hot,

Sans sprinklers automatic,

A "fire"-man's lot he'd gladly change

For an ice man, more phlegmatic.

CHORUS:

Yes, an ice man, true, just a *real* nice man;

A triumphant work of childish refrigeration,

Though with sightless snow-ball eye,

And a mouth that couldn't lie,

Yet better far than sin's incineration.

The Wray Bill.

A bill has been introduced in the New York legislature to reduce the reserve liability in fire insurance to 85 per cent. of unearned premiums. There are some reasons for the enactment of such a bill, not the least of which is the ease with which, in these times, a cantankerous insurance commissioner can embarrass or force out of business a perfectly solvent company. The late Columbia Fire was killed by state supervision, and seemingly the policyholders were not gainers thereby. It may be said that the proposed reduction of 15 per cent. will merely bring the standard

more nearly to the English standard. Superintendent Pierce opposes the Wray bill, and he brings statistics to his support. He says: "During a period of fifteen years the losses paid each year have, in ten instances included in this period, exceeded the sum of 85 per cent. of the total unearned premiums. In several cases they have exceeded the *entire* unearned premium fund. It cannot be claimed, therefore, that the standard of liability on this account adopted by the state is too high for safety or that it imposes unnecessary burdens upon our fire insurance corporations by requiring them to accumulate and maintain a fund for the protection of their policyholders in excess of what proper precaution may demand."

Springfield F. & M. Insurance Company.

The annual statement of this forty-five-year-old Massachusetts company—the largest in that state—contains the following salient figures: Cash capital, \$1,500,000; assets, \$3,505,495; net surplus, \$362,421; policyholders' surplus, \$1,862,421; premiums, \$1,768,265; and the usual 10 per cent. dividends to stockholders. The losses incurred were less than the losses paid, which was not the general experience last year. Losses and expenses were somewhat less than the income, which fact, considering the decline of income and the character of the year, shows a very healthy state of affairs. The Springfield has recently established a Pacific Coast department, with A. G. Dugan in charge. Last year's premiums in this field were \$88,159, a gain of 33 per cent.

An English Failure.

The Economic Fire, an English non-tariff office, has failed. It had recently been in trouble, operating without a net surplus, and attracting by no means choice business. It is believed to have done considerable underground business in the East. The Economic was formerly represented in this field by Gutte & Frank, who resigned the agency two years ago, on the first suspicion of the embarrassment of the company. All claims here were promptly met.

Colorado Assessment Business in 1893.

Total written, \$6,839,345; premiums, \$189,471; losses paid, \$192,646. The Bankers' Life of Des Moines, Iowa, wrote \$506,000 for \$9,306 premiums and incurred \$6,000 losses. The Life Insurance Clearing Co. wrote \$209,000 and received \$1,164 premiums. The Mutual Reserve Fund wrote only \$86,000 new business. Its losses exceed its receipts.

March Fires.

WASHINGTON.

3. Spokane, gen'l fire:

| | |
|------------------------|-------|
| Niagara | 605 |
| Hamburg Bremen | 605 |
| Alliance | 3,460 |
| Liver'l & Lon. & Globe | 149 |
| Pennsylvania | 488 |
| American, Pa. | 313 |
| Svea | 165 |
| Prussian National | 1,500 |
| Manchester | 140 |
| Caledonian | 1,547 |
| Atlas | 1,000 |
| Franklin | 767 |
| Imperial | 741 |
| Lion | 490 |
| National, Hartford | 549 |
| Ætna | 2,300 |
| Ins. Co. of N. A. | 2,000 |
| Union, London | 500 |
| United States | 1,292 |
| North British | 1,000 |
| Hartford | 420 |
| Hamburg-Magdeburg | 1,500 |
| Commercial Union | 150 |

Total \$21,876

23. Spokane, fr dwg and barn:

Providence-Washington . . . \$150

9. Spokane, brk bldg:

Westchester \$300

27. Spokane, lodging house:

Transatlantic \$500

13. (Feb.) Spokane, brk bldg:

Phenix, Brooklyn \$156

London & Lancashire . . . 106

28. Spokane, bldg:

London & National . . . \$140

22. Spokane, dwg:

Fireman's Fund \$255

24. Spokane, brk bldg:

Commercial Union . . . \$1,000

11. Seattle, fr dwg:

Westchester \$500

7. Seattle, dwg and conts:

Atlas \$166

9. Seattle, brk dwg and conts:

Home, N. Y. \$4,000

3. Seattle, fr dwg:

Manchester \$420

26. East Seattle, dwg and barn:

Prussian National . . . \$900

6. Snohomish, fr saw mill:

Manchester \$500

4. (Jan.) Fairhaven, dwg and conts:

Continental \$350

17. Fairhaven, fr saw mill:

Liver'l & Lon. & Globe . \$1,000

Ætna 1,000

London & Lancashire . . 500

18. Oaksdale, millinery, furni,

etc:

Northern Assurance . . . \$624

18. Oaksdale, fr dwg, etc:

Manchester \$600

31. Oaksdale, fr town hall and regalia:

Liver'l & Lon. & Globe . \$1,000

Phoenix, Hartford . . . 300

25. Oaksdale, machine shop:

Royal \$3,000

Fireman's Fund 2,000

R. I. Underwriters . . . 700

22. Little Falls, fr dwg:

Liver'l & Lon. & Globe . \$306

Ins. Co. of N. A. 500

2. Lewis co, fr barn:

Oakland Home \$500

28. (Feb.) Columbia co., fr dwg:

Oakland Home \$300

29. McMillin, fr bldg:

Phenix, Brooklyn \$300

31. Near Benton, hhd furni, etc:

Phenix, Brooklyn . . . \$3,000

27. Chehallis co., fr dwg and barn:

Phenix, Brooklyn \$200

28. Deer Creek Falls, fr bldg and mdse:

Pennsylvania \$2,200

— Everett, fr dwg:

Royal \$200

14. Everett, dwg and furni:

Ætna \$600

30. King co., fr dwgs, etc:

Royal \$2,200

Norwich Union 7,500

6. Pierce co., fr dwg and furni:

Manchester \$2,500

Caledonian 300

21. (Jan.) Fairhaven, bldg:

National. Ireland . . . \$246

3. (Feb.) Irondale, dwg:

Atlas \$1,000

15. Tacoma, stock of furni:

Lion \$160

20. Kalama, fr dwg and conts:

Phoenix, London \$342

15. Centralia, dwg and furni:

Ætna \$767

2. Walla Walla, fr dwg:

North British \$400

30. King co., brk dwg:

German-American . . . \$2,500

4. (Jan.) King co., dwg and Continental \$412

21. Tacoma, fr dwg:

Sun, S. F. \$925

17. Tacoma, dwg and furni:

Fireman's Fund \$988

14. Tacoma, stock of clothing:

Hartford \$100

1. Walla Walla, dwg:

Hamburg-Magdeburg . . \$200

17. Walla Walla, fr dwg house:

Home, N. Y. \$1,800

— North Yakima, gen'l mdse:

Home, N. Y. \$200

4. Centralia, fr dwg:

Phoenix, Hartford . . . \$360

— Lincoln co., fr dwg and conts:

Phoenix, Hartford . . . \$875

19. Whitman co., fr barn:

Northern \$400

5. Chehallis co., fr bldg:

Phenix, Brooklyn . . . \$500

3. Harrington:

Westchester \$ 750

National, Hartford . . . 2,298

Lion 740

Caledonian 1,615

American, Newark . . . 720

Prussian National . . . 955

Springfield 1,100

Sun, S. F. 555

Total \$8,733

Small losses \$6,684

Total Washington 90,241

OREGON.

23. [Feb.] Portland, dwg and furni:

New Zealand \$346

20. Portland, hhd furni:

New Zealand \$734

1. Portland, dress goods:

Springfield \$864

1. Portland, bakery:

Continental \$1,134

25. (Feb.) Portland, hhd furni:

Manchester \$240

5. Portland, dwg:

National, Hartford . . . \$130

1. Portland, gen'l mdse:

Westchester \$1,200

Imperial 750

1. Portland, brk bldg:

Palatine \$125

4. Portland, furni, etc:

London & Lancashire . . \$100

20. Portland, fr dwg:

Connecticut \$339

13. Portland, fr dwg:

Connecticut \$364

29. Portland, fr bldg:

Queen \$600

16. Portland, fr dwg:

Commercial Union . . . \$700

25. Portland, conts dwg:

N. British & Mercantile . \$600

28. (Feb.) Fr dwgs:

N. British & Mercantile . \$100

28. (Feb.) Fr bldg:

Union, London \$700

6. Portland, fr dwg and conts:

N. British & Mercantile . \$1,436

13. Portland, dwg:

Ins. Co. of N. A. \$1,000

21. Near Portland, fr dwg:

Phoenix, London \$446



John M. Kilgariff

OF

KILGARIFF & BEAVER, General Agents
Pacific Mutual Life Insurance Company of California,
SAN FRANCISCO.

| | |
|---|---------|
| 25. (Feb.) Portland, dwg and hhd furni: | |
| Royal | \$239 |
| Fireman's Fund | 275 |
| 13. Portland, hhd furni: | |
| Western | \$700 |
| 25. Portland, fr dwg: | |
| 24. [Dec.] Woodburn, stk mdse: | |
| New Zealand | \$635 |
| 27. (Feb.) Roseburg, dental tools: | |
| Oakland Home | \$751 |
| 20. Albina, dwg and hhd furni: | |
| American, Pa. | \$400 |
| 6. Eugene, brk and fr dwg: | |
| Royal | \$590 |
| 7. Greenville, gen'l mdse and bldg: | |
| Norwich Union | \$1,600 |
| Palatine | 400 |
| 26. La Grande, fr dwg: | |
| Royal | \$900 |
| 29. Athena, fr store bldg: | |
| Royal | \$1,185 |
| Phoenix, Hartford | 475 |
| 6. Enterprise, bldg and mdse: | |
| Scottish Union | \$100 |
| 3. Medford, stock of clothes: | |
| Fireman's Fund | \$750 |
| 1. Mayville, fr store: | |
| Home, N. Y. | \$1,000 |
| Manchester | 400 |
| Prussian National | 1,000 |
| 20. (Feb.) Columbia co., fr barn: | |
| American, Pa. | \$465 |
| Small losses | \$1,836 |
| Total Oregon | 24,795 |

IDAHO.

| | |
|---|---------|
| 10. Kendrick, gen'l fire: | |
| Liver'l & Lon. & Globe . \$ | 861 |
| Lion | 267 |
| Imperial | 1,384 |
| Niagara | 1,419 |
| Hamburg-Bremen | 1,200 |
| Royal | 310 |
| National, Hartford | 570 |
| Palatine | 900 |
| 10. DuBois, fr lodging house and furni: | |
| Orient | \$420 |
| Prov-Washington | 280 |
| 3. Cœur d'Alene, hhd furni: | |
| Royal Exchange | \$150 |
| 10. Cœur d'Alene, fr bldg and conts: | |
| Hartford | \$1,040 |
| 10. Cœur d'Alene, bldgs: | |
| Palatine | \$525 |
| 27. Genesee, stock sashes, doors, etc: | |
| Home Mutual | \$1,000 |
| 28. Genesee, fr store bldg: | |
| Scottish Union & Nat'l . \$ | 1,100 |
| 27. Hailey, bldg and mdse: | |
| Rhode Island | \$1,100 |

| | |
|---------------------------|---------|
| 20. Hailey, gen'l mdse: | |
| Commercial Union . . . \$ | 3,000 |
| Home Mutual | 2,500 |
| Fireman's Fund | 2,000 |
| Small losses | \$1,602 |
| Total Idaho | 21,628 |

MONTANA.

| | |
|---|---------|
| 13. [Feb.] Anaconda, mining works: | |
| New Zealand | \$184 |
| 19. Missoula, brk bldg and gen'l mdse: | |
| Etna | \$140 |
| N. Y. Underwriters | 280 |
| Pennsylvania | 168 |
| Fireman's Fund | 140 |
| 21. (Feb.) Kalispell, brk bldg: | |
| American, Newark | \$750 |
| 6. Gallatin co., barley: | |
| Caledonian | \$ 500 |
| Manchester | 3,000 |
| 7. Great Falls, restaurant: | |
| London & Lancashire . . . \$ | 750 |
| 10. Great Falls, fr dwg: | |
| Phoenix, London | \$2,403 |
| 29. (Jan.) Great Falls, dwg, etc: | |
| Continental | \$860 |
| 19. Butte, electric switch board and wires: | |
| Caledonian | \$900 |
| 25. Meagher co., dwg and conts: | |
| Hartford | \$4,500 |
| Palatine | 1,665 |
| 23. Phillipsburg, dwg: | |
| National, Hartford | \$1,000 |
| 28. Big Timber, bldgs, saloon, etc: | |
| London & Lancashire . . . \$ | 175 |
| Fireman's Fund | 1,100 |
| Rhode Island | 500 |
| State of Pennsylvania | 400 |
| Transatlantic | 500 |
| Royal | 300 |
| Niagara | 500 |
| Small losses | \$1,642 |
| Total Montana | 22,480 |

NEVADA.

| | |
|--|---------|
| 16. Mason Valley, fr creamery and conts: | |
| Liver'l & Lon. & Globe . \$ | 3,000 |
| 5. Virginia City, mdse: | |
| Phenix, Brooklyn | \$1,000 |
| Pennsylvania | 1,000 |
| 31. Verdi, fr dwg: | |
| Alliance | \$785 |
| Total Nevada | \$7,785 |

UTAH.

| | |
|-----------------------------|-------|
| 11. Ogden, hhd furni: | |
| Norwich Union | \$145 |
| 23. Salt Lake, marble yard: | |
| Rochester German | \$600 |
| Westchester | 600 |
| 20. Salt Lake, fr bldg: | |
| Northern | \$70 |

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|-------------------------------------|-------|
| 24. (Feb.) Utah co., dwg and conts: | |
| Continental | \$998 |
| 27. (Feb.) Ogden, fr bldg chi: | |
| Union | \$158 |
| 25. Salt Lake, hhd furni: | |
| Phenix, Brooklyn | \$200 |

COLORADO.

| | |
|---|---------|
| 18. Denver, brk and stone bldg: | |
| Lion | \$2,500 |
| Imperial | 2,500 |
| Palatine | 2,500 |
| National, Hartford | 5,000 |
| 6. (Feb.) Denver, brk bldg and machinery: | |
| Lion | \$130 |
| Imperial | 130 |
| National, Ireland | 195 |
| Atlas | 195 |
| 6. Denver, dwg: | |
| Palatine | \$317 |
| 10. Denver, brass works: | |
| Scottish Union | \$828 |
| 22. Denver, hotel: | |
| Scottish Union | \$1,000 |
| 20. Denver, mdse, etc: | |
| Svea | \$266 |
| 22. Denver, brk and stone bldg: | |
| Palatine | \$400 |
| Imperial | 250 |
| 22. Denver, mdse and brk bldg: | |
| Home Mutual | \$1,258 |
| Imperial | 102 |
| Manchester | 250 |
| 23. Denver, bldg and mdse: | |
| Prussian National | \$350 |
| 4. Denver, hhd furni: | |
| New Zealand | \$150 |
| 17. Denver, hhd furni: | |
| New Zealand | \$496 |
| 10. Denver, brk bldg: | |
| National, Hartford | \$138 |
| 10. Denver, brk dwg: | |
| National, Hartford | \$850 |
| 25. (Feb.) Leadville, saloon: | |
| National, Ireland | \$153 |
| 17. Greeley, brk bldg: | |
| Imperial | \$500 |
| 1. (Jan.) Wela co., dwg: | |
| New Zealand | \$410 |
| — (Jan.) Pagosa Springs, bldgs: | |
| New Zealand | \$1,468 |
| — [Feb.] Las Animas co., dwg: | |
| New Zealand | \$165 |
| 23. Telluride, hhd furni: | |
| Prussian National | \$600 |
| 10. Salida, slaughter house: | |
| Palatine | \$400 |
| 22. Montrose, fr dwg: | |
| Lion | \$123 |
| Small losses | \$1,890 |
| Total Colorado | 25,514 |

ARIZONA.

| | |
|-----------------------------|---------|
| 21. Tucson, dwg and conts: | |
| Ins. Co. of N. A. | \$1,490 |
| 8. [Feb.] Florence, dwg: | |
| Transatlantic | \$1,833 |
| 6. Holbrook, barber shop: | |
| Transatlantic | \$351 |
| 8. Tempe, hotel: | |
| National, Hartford | \$2,500 |
| Fireman's Fund | 500 |
| State of Pennsylvania . . . | 300 |
| Total Arizona | \$6,974 |

BRITISH COLUMBIA.

| | |
|-------------------------------|-----------|
| 22. Vancouver, dwg and conts: | |
| Hartford | \$107 |
| Total outside territory . . . | \$199,530 |

CALIFORNIA.

| | | | | | |
|---------------------------------|---------|----------------------------------|----------|-----------------------------------|----------|
| 1. Alameda co., hay and barn: | | 28. [Feb.] Fresno, furni, etc: | | 12. Los Angeles, fr dwg: | |
| Phenix, Brooklyn | \$500 | Prussian National | \$493 | Phenix, London | \$563 |
| 18. Alameda, dwg and conts: | | 5. Fresno co., fr dwg, etc: | | 6. Los Angeles, fr dwg: | |
| London & Lancashire | \$2,200 | Phenix, Brooklyn | \$677 | Commercial Union | \$1,000 |
| 19. Alameda, fr dwg: | | 2. Florence, fr dwg and furni: | | 12. Los Angeles co., hhd furni: | |
| Sun, S. F. | \$925 | Imperial | \$155 | Norwich Union | \$606 |
| 17. Anita, fr dwg: | | 21. Fillmore, bldg & gen'l mdse: | | 5. Los Angeles, conts fr dwg: | |
| N. British & Mercantile . . . | \$150 | London | \$2,977 | Westchester | \$970 |
| 25. Armona, restaurant and gro- | | 21. Fillmore, fr dwg house and | | 26. Los Angeles, fr dwg: | |
| cery: | | furni: | | Imperial | \$250 |
| Caledonian | \$500 | Home of N. Y. | \$225 | Lion | 250 |
| 16. Adams Springs, fr bldg: | | Phoenix, Hartford | 220 | 10. Los Angeles, dwg: | |
| Merchants, Newark | \$107 | 24. Germantown, hhd furni and | | National, Hartford | \$453 |
| 18. Berkeley, fr dwg: | | dwg: | | 5. Monticelli, bldg and mdge: | |
| Oakland, Home | \$366 | Orient | \$567 | Palatine | \$1,500 |
| 24. Berkeley, fr dwg: | | National, Hartford | 650 | German-American | 2,000 |
| Oakland, Home | \$1,100 | 1. Grass Valley, fr bldg: | | Ætna | 1,500 |
| National, Hartford | 796 | Commercial Union | \$500 | Hartford | 3,500 |
| 19. West Berkeley, fr dwg: | | 21. Hueneme, gen'l fire: | | Fireman's Fund | 1,500 |
| América | \$1,900 | Palatine | \$1,000 | Total | \$10 933 |
| 13. West Berkeley, hhd furni: | | Phenix, Brooklyn | 1,838 | 15. Niles, fr dwg and hhd furni: | |
| Prussian National | \$1,603 | Scottish Union | 1,000 | Hartford | \$850 |
| 20. Corning, dwg and barn: | | Westchester | 125 | Home Mutual | 540 |
| London & Lancashire | \$100 | Norwich Union | 3,000 | 19. Oakland, fr dwg: | |
| 20. Chico, fr dwg and furni: | | Liver'l & Lon. & Globe . . . | 5,500 | Phenix, Hartford | \$118 |
| Home of N. Y. | \$310 | Commercial Union | 3,000 | 23. Oakland, bldgs: | |
| Springfield | 240 | Fireman's Fund | 656 | Fireman's Fund | \$150 |
| 19. Crescent City, hotel: | | Rhode Island | 300 | 26. Oakland, conts dwg: | |
| London & Lancashire | \$150 | Scottish Alliance | 300 | Westchester | \$335 |
| 2. Eureka, fr dwg and conts: | | State of Pennsylvania . . . | 300 | 28. Oakland, dwg: | |
| Western | \$1,500 | London & Lancashire . . . | 1,150 | Sun, S. F. | \$280 |
| Hartford | 2,600 | German-American | 200 | 3. Petaluma, fr bldgs: | |
| Fireman's Fund | 1,000 | Ætna | 1,000 | Sun, S. F. | \$250 |
| Liver'l & Lon. & Globe . . . | 1,000 | Hartford | 4,000 | 2. Petaluma, saloon: | |
| 12. Fresno, dwg and conts: | | Hamburg-Magdeburg . . . | 1,500 | Hamburg-Magdeburg . . . | \$352 |
| Northern | \$449 | London Assurance | 3,500 | 12. Tevis, hhd furni: | |
| 14. Fresno, dwg: | | Total | \$28,369 | Orient | \$888 |
| Hamburg-Magdeburg | \$397 | 27. Humboldt co., fr dwg and | | 26. Redding, conts dwg: | |
| 3. Fresno, saloon bldg: | | barn: | | Liver'l & Lon. & Globe . . . | \$207 |
| Helvetia | \$131 | Phenix, Brooklyn | \$300 | 13. Red Bluff, fr dwg and conts: | |
| 11. [Feb.] Fresno co., dwg: | | 5. Kings co., wine warehouse: | | Palatine | \$926 |
| New Zealand | \$1,200 | Scottish Union | \$4,090 | Royal | 500 |
| 16. [Feb.] Fresno, dwg: | | 14. Lake co., fr hotel: | | 29. Roseville, fr dwg: | |
| New Zealand | \$750 | Springfield | \$214 | Home of N. Y. | \$200 |
| | | 11. Los Angeles co., furni: | | Phoenix, Hartford | 200 |
| | | Fireman's Fund | \$250 | 9. Riverside, fr dwg: | |
| | | 15. [Feb.] Los Angeles, dwg: | | Phoenix, Hartford | \$175 |
| | | London & Lancashire | \$260 | 4. Santa Maria, furni in dwg: | |
| | | 15. Los Angeles, dwg and conts: | | Connecticut | \$600 |
| | | London & Lancashire | \$800 | 25. [Feb.] Santa Maria, hhd | |
| | | 20. Los Angeles, stock and fix- | | furni: | |
| | | tures: | | National, Hartford | \$500 |
| | | North British | \$200 | 28. [Jan.] Sutter co., hhd furni: | |
| | | 15. Los Angeles, furni: | | Palatine | \$400 |
| | | Sun, S. F. | \$500 | 26. Santa Clara co., wine cel- | |
| | | 24. Los Angeles, mdse: | | lar: | |
| | | Oakland Home | \$100 | Phenix, Brooklyn | \$2,500 |
| | | 19. Los Angeles, store bldg: | | 26. San Jacinto co., fr bldg: | |
| | | Western | \$492 | Phenix, Brooklyn | \$600 |
| | | 26. Los Angeles, conts fr bldg: | | 23. San Jacinto, hhd furni: | |
| | | Liver'l & Lon. & Globe . . . | \$750 | Commercial Union | \$400 |
| | | 11. Los Angeles, dwg: | | 14. [Feb.] San Diego co., dwg | |
| | | Patriotic | \$900 | and conts: | |
| | | 16. Los Angeles, dwg: | | Continental | \$1,455 |
| | | American, Mass. | \$200 | | |

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| 3. Santa Clara co., fr dwg: Alliance \$900 | 9. Willows, fr dwg and conts: London Assurance \$576 | 9. Fr bldg and conts: Lion \$576 |
| 23. Saratoga, fr dwg: Queen \$700 | 4. Vernondale, dwg: Fireman's Fund \$1,000 | 13. Fr bldgs, paints, oils, etc: London Assurance \$4,500 |
| 22. San Benito co., barn and hay: Fireman's Fund \$800 | 13. Walnut Creek, bldg and mdse: Lion \$1,000 | 13. Butcher shop: Hanover \$125 |
| Rhode Island 350 | German-American 2,000 | 18. Provisions: Hamburg-Magdeburg \$118 |
| National, N. Y. 350 | Hamburg-Bremen 750 | 18. Mdse: Fireman's Fund \$200 |
| 9. Santa Cruz, dwg and furni: Etna \$300 | Niagara 700 | 21. Mdse: Fireman's Fund \$302 |
| 19. Shasta co., dwg and barn: New Zealand \$1,192 | Etna 2,000 | Rhode Island 100 |
| 9. San Rafael, dwg: London & Lancashire \$2,000 | Prussian National 550 | 21. Fr bldg and furni: Sun, S. F. \$1,070 |
| 26. St. Helena, dwg: National, Hartford \$472 | Fireman's Fund 1,500 | 24. Dwgs: Fireman's Fund \$1,400 |
| 20. Santa Clara co., conts dwg: Hartford \$100 | London & Lancashire 1,500 | 21. Paintings, pictures, etc: Oakland Home \$150 |
| 10. Solano co., church bldg: Hartford \$675 | Imperial 1,001 | Transatlantic 150 |
| 6. San Bernardino, fr dwg and barn: Westchester \$350 | Phenix, Brooklyn 280 | — Fr bldg: Phoenix, London \$150 |
| London & Lancashire 280 | American, Pa. 280 | 19. Marble yard: Union, London \$325 |
| 5. Sacramento, dwgs: Fireman's Fund \$160 | Total \$11,561 | 19. Dwg: American Central \$190 |
| Orient 133 | 10. Yountville, fr dwg: Agricultural \$835 | 21. Fr bldg: Glenns Falls \$800 |
| 26. Sacramento, dwg: Western \$403 | Small losses \$10,536 | Traders 800 |
| 9. San Bernardino, hhd furni: Orient \$110 | Total California, S. F. excepted, 147,244 | 22. Fr dwg: London Assurance \$325 |
| 13. San Bernardino co., fr dwg: Phenix, Brooklyn \$438 | SAN FRANCISCO. | 15. Dwg and conts: Hartford \$100 |
| 21. Sacramento co., barns and hop press: Home Mutual \$1,700 | 4. Fr bldg and furni: Lancashire \$422 | 30. Fr bldgs and hay: Manchester \$250 |
| 5. Sacramento, two fr dwg: Liver'l & Lon. & Globe \$250 | St. Paul 132 | 17. Hhd furni: Commercial Union \$600 |
| 7. [Sept.] Sacramento, dwg and conts: Continental \$400 | 4. Fr stores and dwgs: Norwich Union \$264 | 12. Mdse in fr store bldg: Liver'l & Lon. & Globe \$1,200 |
| 21. Near Sacramento, hay and barn: National, Ireland \$120 | 3. Bldgs: Fireman's Fund \$780 | 13. [Feb.] Mdse: Continental \$813 |
| 14. Stockton, fr dwg and conts: London Assurance \$200 | 4. Mdse: American, Pa. \$107 | 5. Chinese underwear factory: Atlas \$330 |
| North British 100 | 5. Furni: Fireman's Fund \$115 | 10. Brk bldg: Queen \$240 |
| Commercial Union 120 | 3. Dwg: National, Hartford \$880 | 26. Brk bldg: Royal Exchange \$145 |
| 30. Stockton, fr dwg: Svea \$100 | 3. Store: Helvetia \$1,550 | 24. Fr dwg: Royal Exchange \$295 |
| 21. San Jose, brk bldg and mdse: Manchester \$1,380 | 3. Furnishing goods: National, Ireland \$206 | 13. Bldgs and furni: Prussian National \$447 |
| American, N. J. 950 | Palatine 393 | 16. Mdse: Prussian National \$100 |
| Liver'l & Lon. & Globe 5,000 | 5. Fr dwg: Alliance \$150 | 21. Bldg and hotel: London & Lancashire \$2,200 |
| Caledonian 1,380 | 5. Lamp stock: N. Y. Underwriters \$500 | 20. Dwg: London & Lancashire \$500 |
| 3. San Jose, dwg: American, Mass. \$1,000 | 5. Hhd furni: Hanover \$476 | 21. Bldg: Prussian National \$202 |
| 22. Tulare co., dwg and barn: Phenix, Brooklyn \$336 | 8. Hhd furni: North German \$150 | 19. Bldg: Prussian National \$100 |
| 29. Templeton, fr lodging house: Royal \$2,400 | 10. Brk bldg: Palatine \$244 | 19. Bldg: London & Lancashire \$120 |
| Connecticut 1,200 | 26. [Feb.] General fire: Firemen, Newark \$3,000 | 18. Hams: London & Lancashire \$196 |
| 18. Visalia, fr dwg and furni: Imperial \$825 | Palatine 300 | |
| | New Zealand 150 | |
| | National, Ireland 341 | |
| | Atlas 504 | |
| | 6. Brk bldg: Phenix, Brooklyn \$100 | |
| | Pennsylvania 100 | |
| | 9. Engine, boiler, etc: Royal \$225 | |

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|--------------------------------|--------------------------------|-----------------------------|
| 24. Furni, etc: | 13. Stock groceries: | Total Coast same |
| Agricultural \$951 | Royal Exchange \$124 | month last year 340,866 |
| 12. Fr bldgs and conts: | Small losses \$ 1,644 | Total first quar- |
| Imperial \$478 | Total San Fran. . . . 34,534 | ter, 1891 1,278,807 |
| 18. Fr dwgs: | Total California . . 176,778 | Total first quar- |
| Royal Exchange \$1,139 | Total Coast 381,308 | ter, 1893 986,594 |

A. O. U. W. Accident Association.

The secretary of the Upchurch National Accident Association of Chicago, branch of the Ancient Order of United Workmen, has issued a relief call, from which we make the following extracts: "The crisis is before us. During the past year we have had 2,062 certificates lapse, which is a remarkably heavy loss. Our unpaid claims on hand amount to \$5,655. We are sorry to say that the majority of those who received indemnity quit the association immediately after their claims were paid, treating it as a lottery. If this call for \$3 per member is not promptly met, it will be necessary for us to wind up the business of the association."

The Fidelity and Casualty Company.

This New York company has no reason to complain of 1893, for it made gains in assets and in net surplus and in premium income, and after paying liberal dividends had a balance of \$178,000 on the year's transactions.

The Fidelity & Casualty's annual statement presents the following flattering showing: Assets, \$2,086,756; net surplus, \$169,517; policyholders' surplus, \$419,517; premiums, \$2,242,946; losses, \$895,437; income, \$2,308,545; expenditures, \$2,130,375. The expenses of this class of miscellaneous insurance, including inspection of steam boilers and employers' liabilities, are unavoidably high. □ □ □ □

This is a well named company, for the words "fidelity and casualty" fairly cover the variety of risks which the company assumes, to-wit: bonds of suretyship for persons in positions of trust, personal accidents, steam-boiler explosions, elevator damages, employers', common carriers' and landlords' liabilities, plate glass breakages, and burglary.

Gains made by the Fidelity & Casualty in 1893 were: In assets, \$318,702, making it a \$2,000,000 company; in net surplus, \$40,105, in a year when nearly all insurance companies experienced a shrinkage; in premiums, \$138,082. Both loss and expense ratios fell off somewhat.

In ten years the Fidelity & Casualty has quintupled its assets and sextupled its income, the assets advancing in a decade from \$470,788 to \$2,086,756, and its income from

\$384,561 to \$2,308,945. To date the company has paid \$4,608,392 losses. This is a wonderful record.

On the Pacific Coast the Fidelity & Casualty does a prosperous business under the management of General Agent James R. Garniss, to whom applications for agencies should be made, who has represented the company in this field for many years.

American Employers' Liability.

The rate-cutting of this New Jersey company seems to have involved it in financial trouble somewhat early in its career. The insurance department of New Jersey has notified the stockholders that they must put up more cash. Whether they will do so, remains to be seen. It is to be hoped that if they resolve to continue the company in business they will require their managers to conduct the affairs of the company on a conservative basis. Hitherto the American Employers, knife in hand, has been industriously following in the footsteps of the American Casualty, now defunct. After awhile the liability companies will conclude that there is no sufficient margin of profit to allow any cutting at all, let alone bisection. In this field the business of the American Employers has not been satisfactory to either the company or its policyholders. The general agent has resigned, and it is reported that recently the settlement of losses has not been as prompt as the claimants might reasonably expect. These claimants, however, bought cheap liability insurance, and with it also a liability to unsatisfactory settlements. The American Employers' Liability began business on a borrowed name, but the courts compelled it to add some distinguishing word. This was a bad beginning which so far has no assurance of a very good ending. We note that this company, although organized four years ago, and therefore presumably the subject of litigation, has less than five per cent. outstanding losses. If this is true, the New Jersey company is to be congratulated on a rare good fortune; for in this branch of insurance there are usually many disputed and more or less doubtful claims which must be settled in law. We note, further, that another and long-established company has 23 per



Geo. H. Beaver

OF

KILGARIF & BEAVER, General Agents
Pacific Mutual Life Insurance Company of California,
SAN FRANCISCO.

cent. outstanding losses. In this proportion to business done, the outstanding losses of the New Jersey company should be \$140,000, or some eight times the amount reported. We invite the attention of the New Jersey insurance department to this seeming discrepancy. It may be all right and it may not be. If not, the public and the stockholders are being deceived. Is it possible that the American Employers has no litigated loss? If it has, are not such litigated claims considered as a liability in some estimated degree? What is the practice of the New Jersey company in this matter?

Russian Fire Experience.

The fifteen Russian stock companies received \$10,149,204 in premiums in 1892, and incurred a 77 per cent. loss ratio. In 1891 the loss ratio was 76 per cent., and in 1890 it was 75 per cent. The average expense ratio is nearly 38 per cent. The American experience is high prosperity compared to this. The total Russian fire premiums, stock and mutual, is only \$15,000,000, or about the same as the 4,000,000 of Pacific Coast people pay. It is evident from these figures that Russia is a poverty-stricken country. Hold up your head, Canada.

Messrs. Kilgarif & Beaver.

THE YOUNG AND SUCCESSFUL GENERAL AGENTS OF
THE PACIFIC MUTUAL LIFE INSURANCE COMPANY.

In February, 1891, John M. Kilgarif and Frederick H. Beaver were appointed general agents of the Pacific Mutual Life Insurance Company. The general agency was a new organization, and both these young men were promoted from the offices of the company. They had previously shown a remarkable aptitude for life insurance work by privately soliciting out of regular office hours, and securing some choice business.

The appointment of Messrs. Kilgarif and Beaver as general agents for the Pacific Mutual turned out to be an exceedingly judicious one. During the three years in which they have been in charge of the life department of the company for California the life insurance in force has increased over one and one-half million dollars. This is a larger amount than the increase in the same department in the previous six or seven years. This exceedingly creditable gain was chiefly the result of the personal soliciting of the two general agents.

The increase of business in force (from \$5,500,000 January 1, 1891, to \$7,100,000 January

1, 1894) reflects additional credit on Messrs. Kilgarif and Beaver when compared with the California figures of larger companies, and especially when considered with relation to the new business written. Companies writing several times as much new California business report no greater gains in California insurance in force. The business written by Messrs. Kilgarif and Beaver "sticks." It is first-class business, carefully solicited. No "high pressure" methods are employed to get it. There being no misrepresentations by "lightning" solicitors, the business put on the books is virtually permanent, renewing itself from year to year. The exceedingly low death ratio experienced on the business written is also a compliment to the general agents, since it indicates careful selection on their part.

JOHN M. KILGARIF.

The subject of this brief biographical sketch was born on April 30th, 1857, in Sacramento where his mother still resides. The death of his father four years thereafter necessitated his engaging in the "struggle for existence" at an early age. Ambitious for a thorough education, at the age of ten he became interested in a newspaper route, and by the delivery of papers in the early morning hours he earned enough to pay the expenses of school days. We know it is some stretch of the imagination to think of John M. Kilgarif rising at 3 o'clock in the morning, but our authority is an old schoolmate of the gentleman.

After graduating from the Sacramento high school, a course of one year was taken in the Sacramento business college.

Then began the serious affairs of life. We don't mean to intimate that he married. That interesting event followed as a matter of course. The young man became "the office boy" in the Pacific Mutual Life Insurance Company, and the weight of its affairs were bravely shouldered. He was surprised to find, later on, that the company could get along without his services as "office boy." The company promoted him to a responsible position, and he finally filled every clerical position in the office. His newspaper training made good life insurance material out of him, and he found that he had a natural capacity for telling the truth in a most persuasive fashion. Mr. Kilgarif is a social gentleman and a sportsman. He is fond of hunting and fishing, and is a fine shot and a good judge of dogs. He is secretary of the Field Trial Club and president of the San Francisco Gun Club.

The position now held by Mr. Kilgarif and Mr. Beaver with the Pacific Mutual Life Ins. Co. of California (a company growing rapidly and with an excellent record) is certainly an enviable one.

FRED. H. BEAVER.

This energetic young gentleman, who was appointed to the position at the age of 22, is the youngest general agent on the Pacific Coast. Mr. Beaver was born in San Francisco May 2, 1868. He was graduated from the boys' high-school in June, 1884, and completed his education with a year's course in the University of California.

Mr. Beaver is a son of G. W. Beaver, who has been prominently identified with the business interests of San Francisco since 1851.

Mr. Beaver entered the employment of the Pacific Mutual Life Insurance Company in August, 1885, as "office boy." He subsequently became clerk, and then cashier. Meantime, ambitious for greater earnings, he tried his hand—or shall we say tongue—as life insurance solicitor, out of office hours. His extraordinary success attracted the attention of the management. It was resolved to create a special department for California, and the general agency thereof was tendered to Mr. Beaver and Mr. Kilgarif jointly. The young men hesitated before giving up regular salaries, but finally, and wisely as results show, they concluded to accept the offer, and embarked on a voyage which has turned out exceedingly well indeed.

Mr. Beaver is a member of the University Club, the California Tennis Club and the Chi Phi Fraternity. These clubs keep him in touch with old friends and no doubt contribute to his business success.

British & Foreign Marine.

The thirty-first annual report of the British & Foreign Marine Insurance Company of Liverpool shows a happy state of affairs. The business of 1893 has yielded a net balance of \$1,694,110 to the credit of the underwriting account. The net premiums were \$4,485,805; the losses were \$1,054,410. The gross assets are \$7,490,835. Of this sum, \$3,000,000 is a special reserve fund, and \$1,340,000 is paid-up capital, constituting extraordinary security to policyholders. Balfour, Guthrie & Co. represent the British & Foreign in this field. The Coast premiums of the company last year were \$107,367, with a loss ratio of less than 33 per cent. The British & Foreign stands at the head of all foreign marine companies in the amount of Coast business.

Letter from Victoria, B. C.

Editor Coast Review:

The intention of the British Columbia Board of Fire Underwriters was to secure the repeal of the act whereby the municipal council is enabled to collect annually the sum of \$300 from each fire insurance company doing business in Victoria; but as we had to fall back on a private member of the house at the last moment, to introduce the bill, he thought it better to get the amount of the tax reduced to \$100. It now transpires that the act is a private one and can only be repealed in the regular way by giving notice at the beginning of the session or depositing \$200. The subject must rest for another year; meantime we shall have had an election.

The act to secure uniformity in the conditions of fire insurance policies has been postponed till April 1, 1895.

Victoria, B. C., March 30.

E.

Resignation of General Agent Carpenter.

We were able, last month, to make a mere announcement of the resignation of E. W. Carpenter and the appointment of Rolla V. Watt as his successor in the general agency of the Royal and Norwich Union offices. Both these gentlemen have since issued a joint circular to the Coast agents of the two companies. The correspondence between Mr. Carpenter and Messrs. Beddall and Hare is given. Mr. Carpenter, after mentioning that he tendered his resignation as far back as May, 1891, asked for an early retirement from the service of the companies. The United States managers replied that under the circumstances they felt constrained to accede to his request, and they closed with expressions of thanks for his efficient services. To the agents Mr. Carpenter extends congratulations on becoming associated with so talented an underwriter and so worthy a gentleman as Mr. Watt. In reply to the cable announcement of the change Manager Alcock of the home office writes to Mr. Carpenter a cordial expression of esteem and regret.

While Mr. Carpenter has retired voluntarily from the insurance business, owing to present unsatisfactory conditions, it is not improbable that he may again become an underwriter. Pacific Coast underwriting interests can ill-afford to lose so valuable a representative.

Mr. Carpenter has been identified with the insurance business for thirty years, beginning as a local agent in Montana. He was subsequently a special agent for the Fireman's Fund,

and afterward assistant secretary of that company. This position he resigned seven years ago to accept the general agency of the Royal and the Norwich Union. To these offices he has remitted, in round numbers, \$290,000 in excess of all losses, expenses, salaries and "contingents" and new office furniture.

A Masonic Humbug.

The Masonic Benevolent Association of Central Illinois, located at Mattoon, has wood-bined. It has liabilities of \$84,981 death losses adjusted but not paid, \$37,000 unadjusted losses, and \$2,350 resisted losses, against which there are assets amounting to \$11,101. An effort was made last December to get the concern out of its hole by levying an assessment of \$46.20 on each member, but this was not paid and the collapse followed.—Indicator.

The National Fire Insurance Company.

WONDERFUL GROWTH IN A DECADE—A FIVEFOLD INCREASE OF BUSINESS AND A TWOFOLD INCREASE OF ASSETS.

The National Fire Insurance Company of Hartford occupies a prominent place in American fire underwriting, not only by virtue of the extent of its resources and annual business, but because of its extraordinary growth and prosperity.

Within the last ten years the assets of the company have advanced from \$1,774,504 to \$3,244,456; and the annual premiums from \$374,667 to \$1,989,303. The greater part of this expansion of business and resources of the National Fire has been under the management of Judge James Nichols, who was elected president of the company in January, 1887. The following comparisons show the progress made under President Nichols' progressive and energetic management:

| | Jan. 1, '87. | Jan. 1, '94. | Increase |
|--------------|--------------|--------------|-------------|
| Assets . . . | \$1,969,907 | \$3,244,456 | \$1,274,549 |
| Premiums . . | 517,630 | 1,989,303 | 1,471,673 |

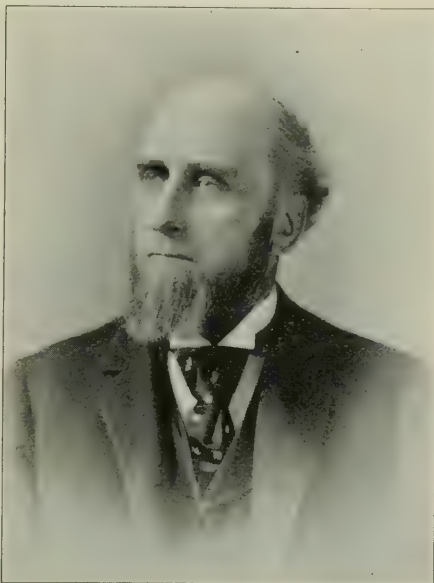
In the same time the Pacific Coast premiums have increased from \$41,993 to \$221,656. During this period the National has taken over the business of the Washington of Boston, the Atlantic of Providence, the People's of New York, the Kenton of Kentucky, the Fireman's of Dayton, O., and the German of Philadelphia.

The total income of the National Fire last year was \$2,120,968, and the total expenses and losses were \$1,865,358. The company has

the handsome net surplus of \$306,614, further increased as regards policyholders by \$1,000,000 paid-up capital.

The National Fire was organized in the fall of 1871. Although this was immediately after the great Chicago fire, the original \$500,000 capital stock was actually over subscribed. In the following year the big Boston fire occurred, and the National lost \$160,000. The stockholders at once voted to reduce the capital by \$150,000, and then on the spot voted to raise it again by that sum and subscribed the money at once. Their pluck has been abundantly rewarded. The American people like pluck.

The chief organizer of the National was the first president, Mark Howard, who held that position until his death in January, 1887. His successor was the present president, Judge Nichols, who had been secretary since the organization of the company.



JAMES NICHOLS, PRESIDENT.

President Nichols came to Hartford, a young lawyer, in 1854. In 1862 he was elected judge of the probate court. In 1870 he became secretary of the Merchants Fire Insurance Company of Hartford, and a year later he was chosen secretary of the new National. He has been connected with the National nearly twenty-three years—ever since its organization.

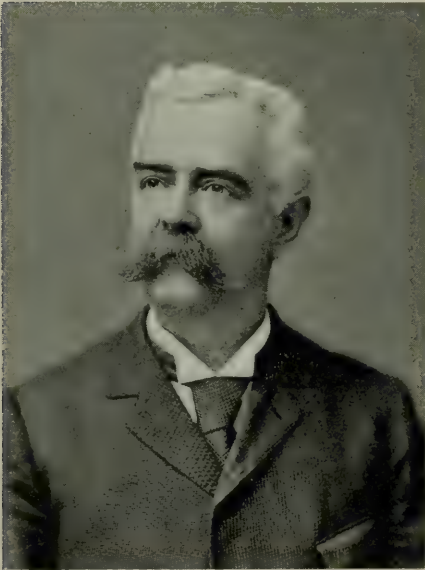
HOME OFFICE BUILDING.

The new home office building of the National of Hartford is a handsome granite building, designed in Italian Renaissance, of modest proportions, and specially constructed to meet the needs of a large and growing business. A photo-engraving of the building accompanies this number of *The Coast Review*.

The material used is fine granite, mottled brick, and a finish of terra cotta. The floors being made of iron beams and flat arches of hollow tile, and the partitions constructed of brick and porous terra cotta, the building is practically fire proof.

The beautiful vestibule is wainscoted with Sienna and American marble. From the porch a flight of granite steps lead through the outer vestibule, whose sides are finished with panels of Lake Superior red sandstone.

The main office is 45 feet wide by 70 feet long, with a ceiling 24 feet high. The side walls are divided into a series of shallow bays arched above, the spaces of which are filled with steel cases with rolling shutter fronts.



E. G. RICHARDS, SECRETARY.

Secretary Richards is a native of Massachusetts, in his 46th year. His first experience in underwriting was with the New England general agency of the Commercial Union, in 1874. Later he was with the National Board of Fire Underwriters. He was special agent

for the Royal and Pennsylvania Fire and Queen. In May, 1887, he was elected secretary of the National.



B. R. STILLMAN, ASSISTANT SECRETARY.

Assistant Secretary Stillman was led into the insurance business under peculiar circumstances. A place was offered in a local agency to the boy standing highest in the high school examinations. Young Stillman made the highest record and accepted the situation. Afterward he was special agent for the Watertown, and in 1884 he was appointed a general agent for the Springfield. Mr. Stillman has been president of the New England Insurance Exchange.

The business of the National is handled through three departments, to-wit: the Eastern, or home office; the Western at Chicago, with Fred S. James as general manager; and the Pacific at San Francisco, with Geo. D. Dornin as general manager and Geo. W. Dornin as assistant manager.

THE PACIFIC COAST DEPARTMENT.

After the reinsurance of the Washington, in May, 1888, the Pacific Coast general agency of the National was placed with Geo. D. Dornin and William Sexton, who then represented the Washington, Lion, Imperial and Orient. In 1891 a Pacific Coast department was created, with Geo. D. Dornin as manager and his

NATIONAL

FIRE INSURANCE COMPANY

OF HARTFORD.

CAPITAL, ONE MILLION DOLLARS.

Assets January 1, 1894,\$3,244,455 98



Home Office of the National Fire Insurance Company, Hartford, Conn.

JAS. NICHOLS, PRESIDENT.

E. G. RICHARDS, SECRETARY.

B. R. STILLMAN, ASS'T SEC'Y.

PACIFIC DEPARTMENT :

GEO. D. DORNIN,

GEO. W. DORNIN,

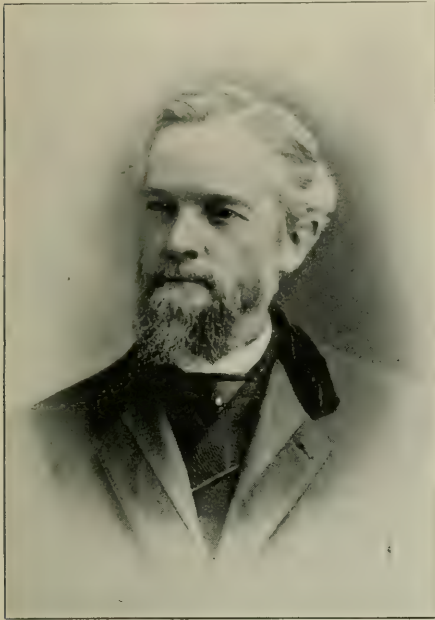
Manager.

Ass't Manager.

SAN FRANCISCO, CAL.

son Geo. W. Dornin as assistant manager. The Coast business of the National has been increasing rapidly ever since, and the loss ratio of the company in this field has been uniformly low. The annual premium receipts of the Pacific department are now close on to a quarter of a million dollars.

career as an underwriter is recent history and is familiar to our readers generally.



GEORGE D. DORNIN, PACIFIC COAST MANAGER.

Manager Dornin is over 63 years old, but he looks far younger, and acts like a man of 50. We once heard him say the business man's best years are between 40 and 50, but, judging from his own experience, we should imagine he would qualify that statement thus: the business man's best years for faultless work are from 55 to 65. Mr. Dornin is a native of New York city. He came to California in search of the golden fleece in his nineteenth year, arriving in San Francisco bay August 8, 1849. With another young fellow he engaged in the mercantile business. The big fire of 1851 burned them out. Young Dornin then went to the mines. His insurance life dates from his appointment as local agent for the Phoenix of Hartford at North San Juan, in 1863. Eight years later he became general agent of the Fireman's Fund, and was afterward made secretary. In 1881 he resigned the secretaryship to accept the general agency of the Lion. The remainder of Mr. Dornin's



GEORGE W. DORNIN, ASSISTANT MANAGER.

Assistant Manager George W. Dornin was born in Grass Valley, Nevada county, Cal., in December, 1854. After a term in the University of California he entered the mechanical department of the Central Pacific Railroad. After three years' service with that corporation, he became attached to the Fireman's Fund Insurance Company during the time his father was secretary. In local and special work, and in the clerical duties assigned him, while in the service of that company, George W. Dornin laid the foundations of a thorough and methodic underwriter. On his father's appointment as manager for the Lion in 1881, George W. accompanied him as chief clerk, and on the dissolution of the alliance between the National and the Lion and Imperial he was appointed assistant manager of the Pacific Coast department of the National. The Coast Review feels sure that the younger Dornin has a satisfactory future before him as a fire underwriter.

Post Magazine Almanack, 1894.

Spelled with a "k," of course. Valuable; 284 pages; price sixpence; 4 Wine Office Court, Fleet street, London.

Provident Savings Life.

A life insurance company that makes so good a showing as the Provident Savings did last year, in the face of the "hard times" and unusual competition, must certainly have something to commend itself to the insuring public. The society's annual statement for 1893 has recently come to hand, and many interesting facts are learned. Among other things it shows that nearly two-thirds of the entire income was returned to policyholders in matured claims and dividends; the assets have been increased by \$230,000; the amount of new business written, delivered and paid for reached nearly \$24,000,000, and the policies that lapsed were almost nothing.

The specialty of the Provident Savings is pure "protective" life insurance at rates sufficiently large to be absolutely secure. President Sheppard Homans is a man of great renown as an actuary and is recognized everywhere as authority on life insurance. It is very gratifying to see that Mr. Charles E. Willard has been elected vice-president. For many years he has served as superintendent of agencies, and to his energy is due much of the success of the company. The Coast Review heartily congratulates him for the deserved recognition he has received. All the officers of the Provident Savings are able insurance men.

Under the energetic management of Managers Allen & Pratt the business in California increased last year 30 per cent. over that of 1892. The assets of the Provident Savings are over \$1,500,000, with over \$700,000 net surplus.

Before and After--Cause and Effect.

The following correspondence explains itself:

OFFICE THE COAST REVIEW,
SAN FRANCISCO, April 7th, 1894.

Oakland Home Ins. Co., Oakland, Cal.:

GENTLEMEN—What is the matter with you and the Pacific Underwriter? I see that the April 5th issue of the Underwriter devotes quite a large proportion of its reading space to abuse of the Oakland Home. We have always supposed that your company and the Underwriter were on the best of terms.

Yours truly,

J. G. EDWARDS, Prop'r.

OFFICE OF THE OAKLAND HOME INS. CO.,
OAKLAND, CAL., April 7th, 1894.

J. G. Edwards, Esq., Prop'r Coast Review:

DEAR SIR—Replying to your note of even date, we are at considerable loss to understand why we have suddenly grown so unpopular with the Pacific Underwriter, as to be

treated to a strained criticism of our 1894 statement, made under the expert supervision of the California insurance department in February.

Probably the following letter (similar in its tenor to one of same date addressed to yourself) explains both the "cause and the effect."

Yours respectfully,

L. L. BROMWELL, Vice-President.

[Copy.]

OAKLAND, March 17th, 1894.
Robert W. Neal, Esq., 320 California street, San Francisco:

DEAR SIR—Herewith find enclosed draft No. 42, 145, \$22.50, in payment your bill March 13th, which kindly receipt and return to us. You will please discontinue the ad. from and after this month.

Respectfully,

[Signed]

L. L. BROMWELL, V.-P.

It is quite evident from above correspondence that the motive prompting the article was not for public good. It is to be regretted that Publisher Neal, as an assumed insurance journalist, failed to see the weak points in the statement of a company, whose affairs had recently been examined by experts under the supervision of the Insurance Commissioner's office of California, until he received the letter ordering the advertisement discontinued. Young man, that kind of journalism will hardly meet the approval of honorable underwriters on this Coast.

The Buyer & Reich Claim.

The interested companies in this notorious claim have filed their answer in court, charging the insured with falsifying the books and with making a grossly fraudulent claim. The manager of one of the offices which paid the loss, conditionally, in explanation of his side of the case wrote a letter to one of the offices which has not paid, and in reply the latter, among other things mentioned, has this to say:

"It may be foreign to the subject of this communication, but I cannot refrain from saying that in paying claims against them in this case all of the companies, with the sole exception of the Guardian (which company took no part whatever in the appraisal or in any details of the adjustment, afterwards accepting the results without contributing to the expenses), have committed an act of the grossest and most inexcusable bad faith. Here was, as you and I and all of us believed, and still believe, a deliberate attempt to collect from the insurance companies an amount very largely in excess of the loss sustained. You know the course pursued by these claimants, by their attorneys and representatives; how they have

tried to villify and injure every person connected with the adjustment of the claim; how they have tried to influence public opinion by newspaper attacks, by circular letters and otherwise, to the injury of all of the companies which refused to pay their exaggerated claim. You know how the committee, which was appointed to represent your interests, have spent actual weeks and months of time on this claim; how they have been attacked and abused simply because they were trying to do their duty; and, finally, how they have been betrayed by their own colleagues, who should have given them the most thorough and most cordial support. There never was a case which more imperatively demanded a firm and united stand on the part of insurance companies. It is safe to say that the direct interests were but very small as compared with those indirectly involved. You know how the representatives of all of the companies, with the exception of Mr. Landers of the Guardian, met and agreed to stand together; how the committee were authorized to act for all concerned, to employ counsel, etc. You know the opinion given to us by the attorney, viz: that there was every reasonable presumption that the claim as presented could be defeated or the amount of liability very materially reduced. You are just as well aware as I that it was not a contention for dollars and cents, but a joint defense entered into to resist an extortionate demand and methods which can better be described by the use of the word "bulldozing" than any other, and you must be aware that your company and other companies, in thus deserting their colleagues, have struck a blow at insurance interests on this Coast which before its effect has passed away may cost the companies hundreds of thousands of dollars. The most singular feature of the whole is that the instructions to pay (except in the cases of the Guardian and Prussian National) are said to have come from the home offices of the other companies, viz: of the Alliance, Imperial and North German. For some reason, which it is impossible for my poor faculties to comprehend, the home offices of these companies have decided to override the judgment and the opinions of their Pacific Coast representatives, who were willing to bear the brunt of newspaper and other attacks rather than to pay a claim which their judgment told them was an inexcusable one. I can understand the disapproval by a home office of its representative's recommendation of the payment of a fraudulent claim on the ground of expediency. In this case, however,

the situation was very different, and I believe that the course pursued by the companies named is one that will excite the just indignation of not only all the other insurance interests concerned, but of every right thinking man who may become acquainted with the circumstances."

Some Coast Fire Insurance Figures—1893.

| ALASKA. | | | |
|--|-----------|----------|--|
| Companies. | Premiums. | Losses. | |
| Aetna | \$579 | \$. . . | |
| American, N. J. | 369 | 036 | |
| American, Pa. | 1,039 | . . . | |
| Atlas | 1,380 | . . . | |
| Connecticut | 807 | . . . | |
| Firemans Fund | 2,697 | 1,084 | |
| German American | 1,224 | . . . | |
| Greenwich | 632 | . . . | |
| Hamburg-Bremen | 1,628 | . . . | |
| Hartford Fire | 470 | . . . | |
| Home, N. Y. | 1,288 | . . . | |
| Insurance Co. of North America | 517 | . . . | |
| Lancashire | 900 | . . . | |
| Manchester | 2,935 | 061 | |
| National, Ireland | 022 | . . . | |
| Niagara | 1,083 | . . . | |
| Norwich Union | 75 7300 | . . . | |
| Orient | 759 | . . . | |
| Palatine | 1,686 | . . . | |
| Providence-Washington | 694 | . . . | |
| Pennsylvania | 807 | . . . | |
| Phoenix, London | 152 | 049 | |
| Phoenix, Hartford | 1,288 | . . . | |
| Phenix, Brooklyn | 1,644 | . . . | |
| Prussian National | 331 | . . . | |
| Queen | 1,447 | . . . | |
| Royal | 75 7500 | . . . | |
| Scottish Union | 1,604 | . . . | |
| Svea | 249 | . . . | |
| Transatlantic | 1,364 | . . . | |
| Union of London | 651 | 2,100 | |
| Westchester | 273 | . . . | |
| Total | \$45,599 | \$3,330 | |
| Average loss ratio, 1893, 7.3 per cent. | | | |

| ARIZONA. | | | |
|-------------------------------|-----------|---------|--|
| Companies. | Premiums. | Losses. | |
| Aetna | \$4,622 | \$3,750 | |
| American, N. J. | 103 | . . . | |
| American, Pa. | 1,689 | 896 | |
| Alliance | 231 | 005 | |
| Atlas | 1,444 | 458 | |
| American, N. Y. | 257 | . . . | |
| British America | 277 | . . . | |
| Caledonian | 1,956 | 764 | |
| Connecticut | 1,551 | 079 | |
| Fire Association, Pa. | 2,365 | 035 | |
| Firemans Fund | 9,928 | 11,505 | |
| Greenwich | 193 | . . . | |

| | | | | | |
|--|-----------|----------|--|--------|--------|
| German-American | 1,338 | ... | German, Freeport | 13,109 | 6,644 |
| Hartford Fire | 4,637 | 135 | German, Peoria | 6,634 | 10,376 |
| Hamburg-Bremen | 3,645 | 3,000 | Granite State | 10,123 | 8,233 |
| Home, N. Y. | 8,399 | 2,259 | German American | 28,810 | 10,710 |
| Home Mutual | 978 | ... | Glens Falls | 4,625 | 3,231 |
| Imperial | 3,841 | 620 | Greenwich | 2,160 | 1,628 |
| Insurance Co. of North America | 2,789 | 251 | Girard | 7,007 | 3,603 |
| Lion | 4,043 | 936 | Home Mutual | 13,743 | 6,443 |
| Liverpool & London & Globe | 3,268 | 10,529 | Hartford | 35,206 | 20,692 |
| London & Lancashire | 3,369 | 2,769 | Hamburg-Bremen | 11,347 | 7,198 |
| Manchester | 1,171 | 1,019 | Hanover | 8,523 | 10,139 |
| National, Conn. | 6,933 | 8,277 | Home, N. Y. | 49,937 | 23,285 |
| National, Ireland | 1,698 | ... | Helvetia | 13,759 | 9,860 |
| Niagara | 4,277 | 961 | Imperial | 21,852 | 15,608 |
| North British & Mercantile | 623 | 162 | Insurance Co. of North America | 43,791 | 33,706 |
| Norwich Union | 507 | 34 | Insurance Co., State Penn. | 9,045 | 7,147 |
| Orient | 3,616 | 183 | Lancashire | 16,830 | 10,037 |
| Phoenix, Hartford | 8,399 | 2,259 | Liverpool & London & Globe | 56,484 | 25,035 |
| Phenix, Brooklyn | 2,306 | 357 | London & Lancashire | 22,936 | 21,968 |
| Phoenix, London | 2,354 | ... | Lion | 20,583 | 16,669 |
| Providence-Washington | 3,104 | 1,610 | London Assurance | 8,648 | 5,101 |
| Pennsylvania | 587 | ... | Lumbermens | 2,205 | 1,717 |
| Palatine | 3,827 | 513 | Mercantile | 3,593 | 3,014 |
| Prussian National | 1,612 | 981 | Michigan | 10,993 | 6,362 |
| Queen | 1,753 | 452 | Merchants, N. J. | 7,299 | 11,840 |
| Royal | 507 | 34 | Manufacturers & Merchants | 2,939 | 2,486 |
| Royal Exchange | 1,182 | 465 | Manchester | 27,680 | 20,404 |
| Svea | 641 | ... | Mechanics, Pa. | 3,208 | 912 |
| Scottish Union | 3,011 | 917 | Milwaukee Mechanics | 12,142 | 7,269 |
| Transatlantic | 1,049 | ... | National, Hartford | 34,201 | 25,607 |
| Union, London | 1,074 | 128 | Northern | 16,816 | 6,295 |
| Western | 369 | ... | North British & Mercantile | 28,413 | 18,813 |
| | \$109,009 | \$56,275 | Norwich Union | 25,497 | 19,766 |
| | | | New Zealand | 36,488 | 22,728 |
| | | | Newark | 2,286 | 2,602 |
| | | | Niagara | 20,123 | 13,636 |
| | | | Northwestern National | 10,708 | 2,595 |
| | | | Orient | 7,207 | 8,595 |
| | | | Palatine | 22,632 | 12,594 |
| | | | Phoenix, Hartford | 20,389 | 15,705 |
| | | | Phoenix, London | 12,286 | 8,984 |
| | | | Phenix, Brooklyn | 48,810 | 31,426 |
| | | | Pennsylvania | 22,187 | 18,257 |
| | | | Pacific | 4,323 | 8,548 |
| | | | Providence-Wash | 22,136 | 12,792 |
| | | | Prussian National | 14,844 | 7,294 |
| | | | Queen | 17,634 | 15,930 |
| | | | Reliance | 4,678 | 2,203 |
| | | | Royal | 31,882 | 13,383 |
| | | | Royal Exchange | 13,478 | 7,915 |
| | | | Scottish Union | 23,809 | 9,066 |
| | | | Southern | 5,725 | 7,269 |
| | | | Springfield | 21,025 | 10,405 |
| | | | Spring Garden | 9,200 | 9,248 |
| | | | St. Paul | 12,727 | 7,487 |
| | | | Sun, Cal | 5,148 | 4,513 |
| | | | Sun, Eng | 33,461 | 16,114 |
| | | | Transatlantic | 2,912 | 334 |
| | | | Traders | 27,258 | 17,129 |
| | | | Teutonia, N. O. | 1,703 | |
| | | | United States | 2,107 | 2,894 |
| | | | Union, Phila | 2,697 | 1,363 |
| | | | United Firemens | 1,693 | 270 |
| | | | Union, London | 15,665 | 10,984 |
| | | | Western | 29,749 | 11,895 |

Average loss ratio, 1893, 51.6 per cent.

COLORADO.

| Companies. | Premiums. | Losses. |
|--------------------------------|-----------|----------|
| Ætna | \$24,774 | \$10,525 |
| Agricultural | 7,180 | 3,966 |
| Alliance | 27,071 | 23,650 |
| American Central | 6,181 | 4,394 |
| American, N. J. | 6,042 | 4,392 |
| American, N. Y. | 5,642 | 5,900 |
| Atlas | 16,700 | 11,076 |
| Baloise | 3,272 | 5,325 |
| Broadway | 8,013 | 5,268 |
| Boylston | 4,588 | 2,447 |
| British America | 21,980 | 11,999 |
| Caledonian | 13,826 | 7,594 |
| Capital | 5,861 | 3,453 |
| Citizens, Pittsburgh | 5,362 | 5,329 |
| Columbian | 5,159 | 447 |
| Commercial Union | 37,808 | 18,977 |
| Concordia | 7,291 | 7,320 |
| Connecticut | 19,873 | 12,576 |
| Continental | 26,754 | 7,517 |
| Delaware | 5,688 | 3,231 |
| Detroit | 3,872 | 2,988 |
| Eagle | 5,431 | 1,400 |
| Fireman's Fund | 43,329 | 15,982 |
| Fire Association | 9,384 | 7,209 |
| Farragut | 1,984 | 4,407 |
| Franklin | 5,747 | 2,022 |

| | | |
|------------------------|-------------|-----------|
| Westchester | 6,700 | 3,500 |
| Williamsburg | 4,027 | 2,057 |
| Total | \$1,461,779 | \$830,601 |

Average loss ratio, 1893, 56.8 per cent.

| IDAHO. | | |
|--------------------------------------|-----------|-----------|
| Companies. | Premiums. | Losses. |
| Alliance | \$1,153 | \$055 |
| Ætna | 6,299 | 3,491 |
| American, N. J. | 1,346 | 1,000 |
| Atlas | 1,833 | 6,340 |
| American, N. Y. | 585 | 1,579 |
| British America | 752 | 3,173 |
| American Central | 1,063 | 2,029 |
| Caledonian | 5,368 | 7,885 |
| Citizens, N. Y. | 647 | 1,417 |
| Connecticut | 2,300 | 5,146 |
| Delaware | 580 | 1,260 |
| Agricultural | 182 | .. |
| American, Pa | 1,150 | 3,339 |
| Fire Association, Pa | 2,015 | 4,068 |
| Firemans Fund | 7,410 | 5,440 |
| German-American | 3,701 | 5,409 |
| Greenwich | 426 | 1,592 |
| Hamburg-Bremen | 4,213 | 4,807 |
| Hanover | 1,295 | 2,835 |
| Hartford Fire | 7,565 | 3,323 |
| Home, N. Y. | 5,698 | 4,715 |
| Home Mutual | 4,275 | 1,282 |
| Imperial | 4,569 | 4,672 |
| Ins. Co. of North America | 1,645 | 400 |
| Lancashire | 1,332 | 300 |
| Lion | 4,758 | 6,409 |
| Liverpool & Lon. & Globe | 11,306 | 14,052 |
| London & Northern | 7,574 | 7,431 |
| Manchester | 6,187 | 14,086 |
| National, Conn | 5,473 | 3,903 |
| Niagara | 3,648 | 3,912 |
| Norwich Union | 3,266 | 5,485 |
| North British & Mercantile | 2,879 | 2,169 |
| North German | 029 | .. |
| Northwest, Portland | 4,410 | 11,034 |
| Orient | 3,664 | 2,087 |
| Palatine | 6,944 | 5,379 |
| Pennsylvania | 839 | .. |
| Phoenix, London | 2,508 | 1,586 |
| Phoenix, Hartford | 5,698 | 4,715 |
| Phoenix, Brooklyn | 10,431 | 8,175 |
| Providence-Washington | 2,324 | 1,407 |
| Queen | 1,831 | 3,125 |
| Royal | 3,266 | 5,485 |
| Royal Exchange | 829 | 777 |
| Scottish Union | 1,352 | 1,079 |
| Svea | 186 | .. |
| Transatlantic | 1,525 | 4,380 |
| Western | 1,519 | 1,112 |
| Total | \$159,848 | \$183,348 |

Average loss ratio, 1893, 114.5 per cent.

| MONTANA. | | |
|-----------------------|-----------|---------|
| Companies. | Premiums. | Losses. |
| Ætna | 21,937 | 11,134 |
| American, Pa. | 7,457 | 5,837 |

| | | |
|--|--------|--------|
| Agricultural | 1,567 | 2,070 |
| Alliance | 13,630 | 2,783 |
| American, Mass | 2,227 | 1,294 |
| American, N. J. | 5,265 | 3,377 |
| American Central | 10,744 | 4,139 |
| Atlas | 5,035 | 2,747 |
| Caledonian | 12,109 | 5,968 |
| Connecticut | 3,907 | 2,634 |
| Citizens, N. Y. | 1,626 | 411 |
| Delaware | 7,139 | 3,936 |
| Fire Association, Pa | 7,785 | 841 |
| Fireman's Fund | 32,707 | 14,976 |
| Franklin Fire | 3,268 | 727 |
| Girard | 2,396 | 587 |
| Greenwich | 2,473 | 1,243 |
| Hamburg-Bremen | 8,766 | 379 |
| Hamburg-Magdeburg | 1,465 | .. |
| Hanover | 3,252 | 823 |
| Hartford Fire | 23,959 | 11,112 |
| Home, N. Y. | 16,825 | 4,337 |
| Home Mutual | 11,606 | 3,206 |
| Imperial | 12,634 | 3,893 |
| Insurance Co. of North America | 12,712 | 3,842 |
| Lion | 10,434 | 2,833 |
| Liverpool & London & Globe | 21,915 | 7,066 |
| London & Lancashire | 20,124 | .. |
| Manchester | 14,594 | 4,792 |
| National, Ireland | 5,502 | 4,683 |
| National, Conn | 15,291 | 3,461 |
| New Zealand | 7,454 | 1,899 |
| Niagara | 13,067 | 4,218 |
| North British & Mercantile | 10,113 | 4,269 |
| Orient | 11,215 | 5,042 |
| Pennsylvania | 6,868 | 6,179 |
| Palatine | 26,119 | 11,364 |
| Phenix, Brooklyn | 17,147 | 2,897 |
| Phoenix, Hartford | 16,825 | 4,337 |
| Phoenix, London | 13,152 | 3,447 |
| Providence-Washington | 8,886 | 2,262 |
| Royal | 19,973 | 6,223 |
| Scottish Union & National | 18,558 | 5,904 |
| Spring Garden | 701 | 1,636 |
| Sun, California | 6,827 | 4,895 |
| Svea | 1,099 | .. |
| Teutonia | 883 | 337 |
| Transatlantic | 7,647 | 4,835 |
| Union, London | 11,537 | 2,886 |
| United Firemen's | 1,943 | 236 |
| United States | 1,594 | 500 |
| Westchester | 7,057 | 3,268 |

Total \$528,596 \$191,675

Average loss ratio, 1893, 36.3 per cent.

| NEVADA. | | |
|----------------------------|-----------|---------|
| Companies. | Premiums. | Losses. |
| Alliance | \$2,581 | .. |
| American, N. Y. | 408 | .. |
| American, Pa. | 262 | .. |
| Atlas | 528 | 567 |
| Ætna | 2,845 | 50 |
| American, N. J. | 302 | .. |
| British American | 458 | .. |
| Caledonian | 2,582 | .. |

| | | |
|--|-----------|----------|
| Commercial Union | 3,779 | 132 |
| Connecticut | 1,983 | 200 |
| Firemans Fund | 8,141 | 513 |
| Fire Association | 1,564 | 4,621 |
| German-American | 3,345 | 1,190 |
| Girard | 1,190 | 104 |
| Greenwich | 104 | 2,152 |
| Hamburg-Bremen | 1,652 | 1,143 |
| Hartford | 4,262 | 1,304 |
| Home | 2,236 | 687 |
| Home Mutual | 687 | 2,396 |
| Imperial | 2,396 | 1,544 |
| Insurance Co. of North America | 1,544 | 1,915 |
| Lancashire | 1,915 | 2,529 |
| Lion | 2,529 | 4,184 |
| Liverpool & London & Globe | 7,808 | 8,655 |
| London & Lancashire | 4,457 | 490 |
| London & Northern | 1,741 | 3,599 |
| Manchester | 1,428 | 1,754 |
| National, Conn | 2,063 | 1,623 |
| National, Ireland | 857 | 517 |
| Niagara | 979 | 2,234 |
| Norwich Union | 2,435 | 3,521 |
| North British & Mercantile | 2,692 | 652 |
| Orient | 1,338 | 7 |
| Palatine | 2,770 | 1,119 |
| Pennsylvania | 1,620 | 1,034 |
| Phenix, Brooklyn | 1,982 | 1,304 |
| Phenix, Hartford | 2,236 | 1,304 |
| Phenix, London | 3,280 | 3,367 |
| Prussian National | 873 | 336 |
| Providence-Washington | 259 | 4 |
| Queen | 2,376 | 3,521 |
| Royal | 2,435 | 3,521 |
| Springfield | 1,269 | 2,327 |
| Sun, S. F | 1,383 | 1,969 |
| Svea | 163 | 509 |
| Scottish Union & National | 3,772 | 1,000 |
| Western | 1,530 | 1,000 |
| Total | \$102,803 | \$59,126 |

Average loss ratio, 1893, 57.4 per cent.

NEW MEXICO.

| Companies. | Premiums. | Losses. |
|--------------------------------------|-----------|----------|
| Atlas | \$1,557 | \$1,182 |
| Caledonian | 014 | 11,450 |
| Firemans Fund | 9,998 | 1,541 |
| Home, N. Y. | 3,027 | 052 |
| Home Mutual | 052 | 4,928 |
| Imperial | 4,928 | 5,771 |
| Lion | 5,427 | 4,019 |
| Liverpool & London & Globe | 9,626 | 11,478 |
| Manchester | 2,242 | 775 |
| National, Ireland | 1,743 | 2,434 |
| National, Hartford | 7,235 | 9,556 |
| North British & Mercantile | 4,480 | 8,871 |
| North German | 258 | 3,980 |
| Palatine | 7,403 | 5,358 |
| Phenix, Hartford | 6,328 | 2,102 |
| Prussian National | 2,102 | 8,052 |
| Royal | 8,052 | 10,251 |
| Scottish Union & National | 6,016 | 9,555 |
| Total | \$80,488 | \$88,458 |

Average loss ratio, 1893, 110 per cent.

The foregoing companies are the only ones transacting business through San Francisco agencies. About thirty other companies do business in New Mexico.

OREGON.

| Companies. | Premiums. | Losses. |
|--------------------------------------|-----------|-----------|
| American, N. J. | \$3,294 | \$269 |
| American Central | 7,111 | 3,892 |
| Ætna | 14,461 | 8,187 |
| Alliance | 12,974 | 6,540 |
| American, Phila | 38,611 | 13,809 |
| Connecticut | 28,634 | 6,127 |
| Caledonian | 20,567 | 4,934 |
| Commercial Union | 28,201 | 6,059 |
| Fireman's Fund | 39,265 | 24,990 |
| Fire Association | 14,262 | 6,334 |
| Greenwich | 1,152 | ... |
| German-American | 44,258 | 13,589 |
| Home, N. Y. | 22,652 | 5,146 |
| Hartford Fire | 22,356 | 11,607 |
| Hamburg-Magdeburg | 9,628 | 566 |
| Hamburg-Bremen | 28,080 | 1,038 |
| Home Mutual | 33,593 | 17,260 |
| Imperial | 14,625 | 8,275 |
| Ins. Co. of North America | 7,982 | 936 |
| Liverpool & London & Globe | 47,651 | 8,114 |
| London & Lancashire | 31,489 | 12,984 |
| London & Northern | 18,392 | 6,966 |
| Lancashire | 11,754 | 4,354 |
| Lion | 13,499 | 5,634 |
| Manchester | 21,169 | 2,617 |
| National, Hartford | 18,545 | 12,622 |
| North German | 747 | ... |
| New Zealand | 29,367 | 8,420 |
| Norwich Union | 22,572 | 7,621 |
| Niagara | 6,852 | 4,331 |
| North British & Mercantile | 22,492 | 15,623 |
| Northwest, Portland | 42,086 | 17,669 |
| Orient | 14,025 | 8,394 |
| Oakland Home | 27,337 | 16,224 |
| Palatine | 31,886 | 13,158 |
| Phenix, Hartford | 22,652 | 5,146 |
| Providence-Washington | 4,033 | 1,625 |
| Prussian National | 9,913 | 1,751 |
| Pennsylvania | 3,169 | 2,475 |
| Phenix, Brooklyn | 6,321 | 3,390 |
| Phenix, London | 34,445 | 22,749 |
| Queen | 12,521 | 3,235 |
| Royal | 22,572 | 7,621 |
| Royal Exchange | 16,189 | 2,537 |
| Sun, San Francisco | 10,392 | 4,034 |
| Svea | 1,537 | ... |
| Scottish Union & National | 28,818 | 9,212 |
| Springfield | 20,535 | 13,422 |
| Transatlantic | 6,245 | 3,356 |
| Union, London | 13,014 | 6,791 |
| Westchester | 10,991 | 2,535 |
| Western, Toronto | 19,258 | 2,639 |
| Total | \$893,776 | \$376,807 |

Average loss ratio, 1893, 42.1 per cent.

WYOMING.

| Companies. | Premiums. | Losses. |
|----------------------------|-----------|----------|
| Alliance | \$2,506 | \$. . . |
| Atlas | 996 | |
| Fireman's Fund | 10,972 | 7,793 |
| Home, N. Y. | 3,010 | 685 |
| Home Mutual | 3,473 | 2,434 |
| Imperial | 2,784 | 2,135 |
| Lion | 2,691 | 2,755 |
| Liverpool & London & Globe | 5,139 | 955 |
| Manchester | 146 | 1,535 |
| North British & Mercantile | 4,686 | 7,440 |
| National, Ireland | 1,351 | 999 |
| National, Hartford | 5,558 | 1,322 |
| Palatine | 3,301 | 675 |
| Phoenix, Hartford | 1,937 | 012 |
| Phoenix, London | 4,736 | 6,173 |
| Prussian National | 1,029 | 665 |
| Sun, San Francisco | 1,665 | 720 |
| Scottish Union & National | 2,446 | 1,019 |
| Transatlantic | 1,185 | 007 |

Total \$58,941 \$36,715

Average loss ratio, 1893, 62.2 per cent.

About thirty-five other companies do business in Wyoming through Eastern channels.

UTAH.

| Companies. | Premiums. | Losses. |
|--------------------------------|-----------|---------|
| Ætna | \$9,644 | \$7,415 |
| Agricultural | 1,010 | 2,402 |
| American, Boston | 2,572 | 1,224 |
| American, Phila. | 422 | 14,971 |
| American, N. Y. | 1,883 | 5,103 |
| American, N. J. | 1,857 | 348 |
| Alliance | 6,080 | 1,507 |
| American Central | 3,867 | 2,046 |
| Atlas | 2,846 | 2,595 |
| Caledonian | 5,407 | 2,238 |
| Citizens, N. Y. | 2,007 | 1,920 |
| Connecticut | 3,729 | 736 |
| Delaware | 3,153 | 152 |
| Fire Association, Pa. | 3,926 | 493 |
| Fireman's Fund | 11,707 | 6,612 |
| German-American | 8,495 | 6,866 |
| Franklin | 3,230 | 2,317 |
| Greenwich | 1,757 | 1,555 |
| Girard | 1,416 | 123 |
| Hamburg-Bremen | 3,299 | 3,102 |
| Hartford Fire | 15,069 | 7,875 |
| Hanover | 4,015 | 3,839 |
| Home, N. Y. | 7,826 | 7,740 |
| Home Mutual | 3,248 | 519 |
| Hamburg-Magdeburg | 3,135 | 5,878 |
| Imperial | 2,211 | 336 |
| Insurance Co. of North America | 7,194 | 5,205 |
| Lancashire | 5,828 | 3,320 |
| Lion | 2,183 | 1,357 |
| Liverpool & London & Globe | 12,869 | 12,474 |
| London & Northern | 7,026 | 1,373 |
| Manchester | 5,147 | 2,138 |
| National, Ireland | 2,656 | 2,863 |
| National, Hartford | 6,558 | 3,138 |
| North British & Mercantile | 5,635 | 234 |

| | | |
|---------------------------|--------|--------|
| Norwich Union | 8,066 | 6,372 |
| North German | 3,083 | 6,372 |
| Patriotic | 3,106 | 6,687 |
| Palatine | 11,386 | 19,973 |
| Orient | 2,535 | 1,514 |
| Pennsylvania | 3,958 | 4,004 |
| Phenix, Brooklyn | 5,956 | 9,049 |
| Phoenix, London | 6,461 | 7,985 |
| Phoenix, Hartford | 7,826 | 7,740 |
| Providence-Washington | 1,164 | 4,141 |
| Prussian National | 3,126 | 681 |
| Queen | 3,729 | 6,710 |
| Royal | 8,066 | 6,372 |
| Royal Exchange | 6,050 | 2,959 |
| Scottish Union & National | 6,447 | 2,321 |
| Sun, San Francisco | 3,923 | 5,890 |
| Svea | 1,340 | 005 |
| Transatlantic | 3,815 | 3,089 |
| United Firemen's | 1,117 | 1,762 |
| United States | 868 | 1,018 |
| Westchester | 7,168 | 8,906 |
| Union, London | 4,939 | 435 |

Total \$187,748 \$165,886

Average loss ratio, 1893, 83.3 per cent.

WASHINGTON.

| Companies. | Premiums. | Losses. |
|--------------------------------|-----------|----------|
| Ætna | \$26,668 | \$18,346 |
| Agricultural | 1,593 | 817 |
| Alliance | 18,126 | 20,731 |
| American, Boston | 8,042 | 1,594 |
| American, Phila. | 14,580 | 8,830 |
| American, N. Y. | 2,383 | 3,853 |
| American, N. J. | 7,502 | 4,705 |
| American Central | 14,703 | 8,210 |
| Atlas | 12,277 | 4,977 |
| British America | 7,647 | 2,697 |
| Connecticut | 9,508 | 3,720 |
| Caledonian | 19,550 | 14,750 |
| Citizens, N. Y. | 4,078 | 2,041 |
| Commercial Union | 54,133 | 10,255 |
| Delaware | 10,065 | 6,897 |
| Fire Association, Pa. | 15,057 | 8,366 |
| Fireman's Fund | 55,821 | 19,630 |
| Franklin | 15,420 | 4,451 |
| German-American | 39,181 | 27,148 |
| Girard | 2,601 | 755 |
| Greenwich | 3,478 | 2,607 |
| Hanover | 8,157 | 4,082 |
| Hartford Fire | 36,033 | 21,888 |
| Home, N. Y. | 35,235 | 16,529 |
| Hamburg-Bremen | 24,538 | 22,777 |
| Hamburg-Magdeburg | 11,363 | 7,687 |
| Home Mutual | 28,556 | 14,669 |
| Imperial | 28,991 | 25,828 |
| Insurance Co. of North America | 18,881 | 13,509 |
| Lancashire | 22,572 | 10,073 |
| Lion | 25,270 | 19,292 |
| Liverpool & London & Globe | 67,818 | 34,697 |
| London & Northern | 22,705 | 25,387 |
| Manchester | 22,971 | 17,815 |
| Manufacturers & Builders | 9,013 | 5,477 |
| National, Hartford | 34,007 | 17,697 |
| National, Ireland | 6,819 | 5,568 |

| | | |
|--------------------------------------|--------|--------|
| Niagara | 18,152 | 20,978 |
| North British & Mercantile | 35,618 | 19,116 |
| Northwest | 21,820 | 11,227 |
| Norwich Union | 30,231 | 17,052 |
| North German | 676 | .. |
| Oakland Home | 16,353 | 6,062 |
| Orient | 13,910 | 8,997 |
| Phenix, Brooklyn | 44,401 | 19,615 |
| Phoenix, Hartford | 35,235 | 16,529 |
| Phoenix, London | 27,152 | 14,408 |
| Pennsylvania | 12,272 | 9,668 |
| Providence-Washington | 9,301 | 6,009 |
| Palatine | 60,924 | 14,719 |
| Prussian National | 13,670 | 7,175 |
| Queen | 10,395 | 8,535 |
| Royal | 30,231 | 17,052 |
| Royal Exchange | 14,501 | 6,740 |
| Scottish Union & National | 24,194 | 11,446 |
| Svea | 2,935 | 1,153 |
| Sun, San Francisco | 14,283 | 5,644 |
| Springfield | 17,116 | 12,506 |
| Spring Garden | 390 | 101 |
| Transatlantic | 28,027 | 16,450 |
| Teutonic, N. O. | 3,222 | 661 |
| United States | 3,073 | 3,118 |
| Union, London | 11,265 | 3,924 |
| United Firemen's | 3,260 | 461 |
| Westchester | 26,533 | 10,221 |
| Western | 10,573 | 3,205 |
| Williamsburg City | 4,552 | 1,135 |

Total \$1,289,637 \$711,163

Average loss ratio, 1893, 55.1 per cent.

BRITISH COLUMBIA.

| Companies. | Premiums. | Losses. |
|--|-----------|---------|
| Ætna | \$9,361 | \$603 |
| American, Pa. | 1,487 | 018 |
| Connecticut | 4,768 | 3,304 |
| Fireman's Fund | 250 | .. |
| German-American | 170 | .. |
| Hartford Fire | 9,918 | 940 |
| Insurance Co. of North America | 7,262 | 4,207 |
| National, Hartford | 900 | .. |
| Orient | 290 | .. |
| Providence-Washington | 235 | .. |
| Phenix, Brooklyn | 11,872 | 2,999 |
| Palatine | 2,139 | 028 |
| Scottish Union | 10,898 | 4,120 |

Total \$59,550 \$16,219

Average loss ratio, 1893, 27.2 per cent.

HAWAII.

| Companies. | Premiums. | Losses. |
|-------------------------------------|-----------|---------|
| Alliance | \$3,514 | \$.. |
| American, Pa. | 430 | .. |
| Ætna | 3,783 | 165 |
| Caledonian | 4,944 | .. |
| Fireman's Fund | 8,292 | 3,955 |
| German-American | 1,786 | 004 |
| Hartford | 4,369 | .. |
| Ins. Co. of North America | 2,372 | .. |
| Imperial | 3,710 | 233 |

| | | |
|---------------------------------|-------|-------|
| Lion | 3,473 | 2,366 |
| Manchester | 5,139 | 3,975 |
| Orient | 1,375 | 720 |
| Providence-Washington | 203 | .. |
| Palatine | 2,198 | .. |
| Scottish Union | 355 | .. |
| Svea | 325 | .. |

Total \$46,268 \$11,418

Average loss ratio, 1893, 24.7 per cent.

Christensen-Hillman.

Chas. Christensen, secretary of the American Central Ins. Co. of St. Louis, and Col. Tattnell Paulding, president of the Delaware Ins. Co. of Philadelphia, are in the city. These gentlemen came here to appoint a successor to Rolla V. Watt. After looking around a day or two Mr. Christensen whispered in the ear of Col. Paulding to the effect that he (Christensen) was "stuck" on California and California people, and therefore would be pleased to receive the appointment as manager of Mr. Watt's agency. After numerous consultations final arrangements were made as follows: Chas. Christensen, manager; Jno. R. Hillman, assistant manager. Mr. Christensen is not a stranger to our underwriters in this field, having spent a year with us some years ago. Mr. Christensen began the fire insurance business in Wisconsin in 1868 as local agent; went as special agent for American Central in 1877. In 1882 was elected second vice-president and secretary of the company, which position he still holds. Mr. C. is a conservative underwriter, a genial gentleman who makes friends wherever he is known. His experience as local, special and secretary puts him in position to know and appreciate the wants of the local and special. The Coast Review welcomes him to his new field and wishes him success.

Mr. Hillman is a young man in years but not in the insurance business. He began his insurance experience in 1883 as broker, in which capacity he acted for several years. In 1889 Mr. Hillman was appointed special agent and adjuster for Mr. Watt's agency, serving in that capacity to date. He also had special charge for several years of the city business of the agency. Mr. Hillman is an energetic worker and popular with the local agents. Previous to entering the insurance business he was purser on the Pacific Coast Steamship Co.'s steamers plying between San Francisco, Puget sound and San Diego.

The companies represented by these gentlemen are: American Central, Delaware, and Pacific fire insurance companies, and the Lloyds Plate Ins. Co.

Outside Coast Territory Figures.

Through the kindness of the San Francisco general agencies The Coast Review is able to give the Coast premiums and losses by states and territories. In this compilation we anticipate the usual publication by several months, although at the price of a few days' delay in getting out this number. In consulting these territorial figures the reader will please bear in mind that the losses are *incurred*, not *paid*.

San Francisco offices will find these tables useful, also, as lists of companies writing in the several states and territories. If a company's name doesn't appear in a given state, it will be fair to conclude, unless otherwise informed, that the company does not write in said state.

The Royal and Norwich Union Agency

The personal popularity of the new general agent of the Royal and Norwich Union offices has been attested in many ways agreeable to Mr. Watt since he assumed the Pacific Coast agency. Letters and telegrams conveying congratulations have poured in from all quarters. Among the most highly prized was one signed by seven field men representing other companies. These specials were at the time of the appointment employed in the adjustment of a loss in the Northwest.

Mr. Watt, we are sure, does not underrate the greater responsibilities of his new position, and he is therefore the better prepared to meet them to the satisfaction of his principals. He assumes the management of this large agency well equipped for the place in office and field experience and in the extent of personal acquaintance among the local agents.

The Royal and Norwich Union are in the front rank. The Royal has the largest amount of fire assets and the largest fire premium income of all the companies on the globe.

The Norwich Union stands in the front line, also, having nearly six millions of fire assets, over two millions of net surplus, and a premium income exceeding four millions.

The United States branch statements are as follows:

Norwich Union—Assets, \$1,823,461; surplus, \$410,415; premiums, \$1,535,786.

Royal—Assets, \$7,469,681; surplus, \$2,210,800; premiums, \$4,925,131.

The Coast Review (San Francisco) maintains its well earned reputation for smartness and veracity—qualifications which some of its English contemporaries would do well to emulate.—Policyholder, Manchester.

Chips.

—We print 10 pages extra this month.

—The Czar of Russia has prohibited the writing of tontine insurance in the empire.

—Samuel B. Stoy, special in the Pacific Northwest for the London and Lancashire, visited the Midwinter Fair and the Coast Review last month.

—Farm business is at a discount throughout the United States among fire underwriters generally. Several companies have recently curtailed operations in this respect. The Continental continues to write this class of business freely, however.

—The Spectator Company, New York, has issued the third edition of the Handy Guide to Premium Rates, Applications and Policies of American Life Insurance Companies. Price, \$2.00, bound in flexible leather. Life insurance agents without such a book are in the fog.

—A new mail list, giving date to which subscription has been paid, is being put in type for The Coast Review. If you want your name to have a prompt-paying look, just look up that subscription bill which you pigeon-holed at the first of the year. To be behind in your subscription account may be a "credit-able" sign, but "paid to January, 94" is more creditable to you.

—Prompt.—Immediately after sending out blanks for territorial losses and premiums, last month, General Agent Watt and General Agents Gutte & Frank responded simultaneously. These two offices divide the credit for the best clerical service in this respect. The offices generally filled out the blanks with reasonable promptness, and we are therefore able to lay before our readers, four months earlier than usual, the experience of the fire insurance companies in the Pacific Coast states and territories.

—The Preferred Accident Insurance Company has for some time been issuing a new \$11,000 combination policy, the interesting particulars of which are printed in the company's advertisement on an adjoining page. Benefits for all ordinary accidents range from \$5,000 for death, blindness and dual limb loss, to less sums for partial loss. Or \$11,000 and proportional sums if the injury be received as result of accidents to any regular steam, cable or electric passenger conveyance. Manager Fowler invites applications for agencies from Pacific Coast locals and others.

—D. E. Miles is looking over the London and Lancashire business in Arizona.

—The Fireman's Fund has re-insured the Pacific Northwest business of the Traders of Chicago.

—W. T. Bridwell of Canon City, Colorado, is visiting California. Mr. B. represents a number of prominent fire insurance companies. He is the guest of Geo. D. Dornin.

—That veteran insurance agent of Seattle, Capt. F. J. Burns, is taking in the Midwinter Fair and incidentally calling on his many friends in this city. The Captain is a representative local who is always to be found in line as to rates and good practices.

—The Proceedings of the Eighteenth Annual Meeting of the Fire Underwriters' Association of the Pacific were issued in the latter part of March. It is an exceedingly handsome publication. The letter-press is perfect and the make-up is attractive. It is from the Insurance & Banking Company's "printery." If you did not get your copy, or if you want one as an "outsider," send to Sec'y Osborn, 407 Montgomery.

—The Ancient Order of United Workmen in California report a total membership of 17,316 on January 1, a loss of 183 members during the year 1893. There were 286 deaths, or 17 per 1,000. The death rate is high. The organ of the order used to contend, years ago, that the death rate would never be more than 10 per 1,000 on the average. The order now complains of competition of newer orders, which, of course, have a smaller death rate. To meet this competition, fees are to be reduced, or may not be required at all. To these straits is this "ancient" order at last driven in California.

—It makes one smile to hear Manager Turner of the Northwestern National tell President James how the P. I. U. can't give him relief and protect his business against the ravenous managers who violate the rules of the Union. We did not tell Mr. James when he was here last month, that this same Mr. Turner was a notorious violator of his P. I. U. obligations. We assumed that he knew it. Now we would like to have Mr. James write to Mr. Turner and ask him how many times he paid 30 per cent. brokerage for business over his counter in 1893. Also how many agents, during 1892 and 1893, Mr. Turner paid more than regulation commissions. If Mr. James doesn't know these things, he should know, in view of his actions when in this city.

—The Massachusetts Benefit of Boston is reported to be levying unusually heavy assessments. You may be in it, but the association bids fair to be not.

—The Travelers accident applications, filed since 1864, now weigh nearly five tons, though they are only $8\frac{1}{2}$ by $5\frac{1}{2}$ inches, and thin paper.—Travelers Record.

—The Pacific Mutual Life Insurance Company has issued an extended industrial policy. At the expiration of every year the policy can be renewed without medical examination and without increase in the rate of premium.

—Receiver Booth of the "Bankers & Merchants Mutual Life Association of the United States"—Badlam's bad scheme—reports \$13,299 cash on hand and about ten times that amount in known claims, not to speak of claims on the reserve fund, nor of the large number of men left uninsurable by the failure of that mock insurance "association."

—The Iowa legislature has passed a bill prohibiting the co-insurance clause in policies. Nothing more sensible could be expected from an Iowa legislature. The Iowa "hayseeds" have, by this prohibition, voted that the smaller property-owners shall pay more for insurance than the larger property-owners, who can afford to assume the slight additional risk of a total loss.

—The Buyer & Reich case is slowly approaching solution in the courts, if the suits by the assignee be not a mere bluff. The interested companies stand firm in resisting the outrageous claim, and are confident that any honest jury will return an emphatic verdict in their favor. Sensible business men, realizing that the payment of exorbitant claims implies the charging of exorbitant premiums, applaud the resisting companies for bravely standing up for principle in the face of press abuse. One of the most prominent business men in San Francisco—perhaps he is the best known—said recently: "It is a shame that the daily press should presume to try this case, and by abuse and misrepresentation attempt to intimidate honorable men into the payment of a claim which the evidence has shown to be unjust." The Coast Review renews its recommendation that San Francisco underwriters paste in their scrap-book some choice specimens of alleged editorial or reportorial utterances in the daily papers of San Francisco on this case. They will be handy scraps at the annual season of the stuffed holiday edition.

—H. B. Windsor, adjuster and special at Salt Lake City, is in the city.

—Manager Geo. F. Grant looked over his agencies in southern California last month.

—N. B. Whitney and E. A. Strout of Seattle are visiting Frisco. Mr. Strout is agent for the Employers Liability Assurance Corporation. Mr. Whitney is special agent and adjuster in the Pacific Northwest.

—F. C. Moore, president of the Continental Ins. Co., will pay a visit to the Pacific Coast this month. Mr. Moore has never visited the Pacific slope, and Mr. Duval, who will meet him in Los Angeles, will show him its length and breadth. Mr. Moore will be accompanied by his wife and will return to New York by the way of Portland and Salt Lake. The Continental moves into its new quarters, 44 to 48 Cedar street, New York, on the first of April, and it is rumored that Mr. Moore has timed his trip so as to avoid house moving.

—Vice-president Webster of the Ætna Life Ins. Co. completed thirty years of service with that company on March 25. He began his service as local agent at Concord, N. H., in 1864, and in 1879 he was made vice-president. The Ætna Life has had but three presidents since its organization. The first was the Hon. E. A. Bulkeley, who was managing director and president until the time of his death, February 13, 1872. He was succeeded by Thomas O. Enders, who held the office until 1879, when he was succeeded by ex-Governor Morgan G. Bulkeley. The latter began his career in the company in 1850, when he used to sweep out the office as a boy. Since 1879 he has been at the head of the company, the next associate in office being Mr. Webster.

—On April 1, John D. Bradford assumed the management of the Pacific department of the Fire Association of Philadelphia, vice Paul M. Nippert, resigned. Mr. Bradford comes to the Coast from Atlanta, Ga., where he was special agent of the Fire Association for some years. The new manager comes to California highly recommended by his former associates as well as by the officers of his company. The Coast Review extends a hearty welcome to his new field of labor and wishes him success. Mr. Bradford will be assisted in this field by J. M. Beck, who for many years has been actively engaged in field work on this Coast, and who has a host of friends among the locals. Rod E. Smith, an experienced field worker in the Pacific Northwest, will continue to look after the Association's business in that field.

—Sime, De Veuve & Co. have been appointed city agents of the German American vice Eppstien & Co.

—Geo. F. Bissell of Chicago, western manager of the Hartford Fire Ins. Co., visited California last month.

—Chas. R. Thompson of Seattle, special for Hamburg Bremen and Niagara, is looking at the Midwinter Fair.

—The London & Lancashire has re-insured the business of the United States Fire Ins. Co. on this Coast outside of California.

—Warren L. Gazzam, special agent North British & Mercantile in the northern territory, took in the Midwinter Fair last month.

—The grand jury has been charged, by the court, to investigate the failure of the State Investment and the relation of President Brander thereto.

—Insurance Commissioner Higgins, appointed by Gov. Markham as successor to J. N. E. Wilson, has assumed the duties of his office. Deputy Rohrer has been re-appointed.

—The resignation of Paul M. Nippert as manager of the Fire Association on this Coast, which took effect April 1st, was caused by the withdrawal from this field of the Reading and Granite State companies and his failure to agree with the home office management as to the manner of conducting the business of the Fire Association in this territory. Mr. Nippert began business as general agent or manager, January 1, 1892. His record for the two years and three months was: Premiums, \$293,028.61; losses, \$139,674.19; ratio, 47.6.

—At Los Angeles.—The State Loan & Trust Company is a thrifty corporation, which is offering its insurance to the highest bidder or to the lowest bidder, as you please. It has distributed among the agents at Los Angeles a list of its properties and expirations, and hints that some official of the bank will accept a salary as solicitor. Here is the list: Total now in force, \$200,059; add bank furniture, \$3,500; hotel Brewster, San Diego, \$50,000; total; \$258,559. Bids will be received from April 1 to December 30, 1894. Premiums on same, \$4,100. The bank has been receiving 20 per cent. heretofore, but expects more. William J. has evidently not heard of this bonanza. The Coast Review invites the attention of the Pacific Insurance Union to this circular, in the full assurance that the union will protect the Los Angeles locals in this matter.

—President Nichols of the National of Hartford will visit California this month.

—F. G. Voss is in New York on business. He will probably visit London before returning to the Coast.

—W. L. Chalmers was busily engaged in settling losses in Oregon and Washington during the windy month of March.

—Eugene Harbeck of Chicago, western manager of the Phenix of Brooklyn, will spend a few days in California this month.

—J. E. Meyers has resigned the general agency of the *Ætna* Life Insurance Co. His successor has not yet been appointed.

—George Margaretich of Flagstaff, Arizona, pleaded guilty on April 3 to a charge of arson. Sentenced to two years and six months. He "fired" his own restaurant.

—Francis G. Ryan and H. R. Hanna have formed a co-partnership in Los Angeles under the firm name of H. R. Hanna & Co., succeeding to the business of Hanna & Webb.

—When E. W. Carpenter sang *Such an Ice Man Too*—that's our rendering—everybody at the banquet recognized William's picture. He doesn't advertise in the *Coast Review*.

—Or *Forever Hold Your Peace*.—We reprint this month, with corrections and additions (city business) our table of Coast business by San Francisco agencies. As this table will appear in the *Coast Review Insurance Chart*, any further alterations should be sent in immediately.

—The *Investor*, a Los Angeles journal of finance, insurance and trade, G. A. Dobinson, ex-local agent, editor. Published weekly, \$3 per year. The new paper is well printed and readable, and *The Coast Review* therefore wishes it success. We call the attention of the editor to the fact that he culled the wrong totals from *The Coast Review* for February.

—The American Surety Company of New York has let contracts for its new building, which will be a handsome sky-scraper. This is the largest surety company in the world. It has \$2,000,000 paid-up capital, \$3,371,038 assets, \$2,700,000 surplus to policyholders, and \$728,140 premium income. The American Surety is making money, pays good dividends, and adds to its reserves. Applications for agencies should be addressed to the various general agents whose names appear in the advertisement page 43, or to the company in New York.

—C. L. Knox, fire insurance agent at Spokane, is in the city.

—General Agent Magill of the Home & Phoenix is in Portland.

—Manager Duval, of the Continental, and Paul M. Nippert are in Los Angeles.

—Resident Secretary Haven of the Liverpool & London & Globe is rustivating in southern California.

—On May 5 the creditors of the State Investment meet in Judge Hebbard's court and choose an assignee in insolvency. The sheriff is in charge of the "estate," under the supreme court decision. His representative is F. W. Van Reynegom, 26 Montgomery street.

—Geo. W. Spencer has been appointed a member of the arson committee in place of E. W. Carpenter, retired from business. The committee is Geo. E. Butler chairman, James D. Bailey and Geo. W. Spencer. Speaking of "hard times" Chairman Butler says that the arson committee did the largest "business" in March ever done in one month.

—The committee of eleven appointed to frame a new constitution for the Pacific Insurance Union have filed their report, which is now being considered section by section at special meetings. Final action will not be taken for a fortnight. At the present writing it does not seem probable that any radical revision of the constitution will be made, though seemingly required by the conduct of the Landers agency.

—Mr. and Mrs. Chas. Laton leave for New York on April 17. They are booked to sail from New York for Europe on May 2, by steamship "Teutonic," and will be absent several months. Manager Laton will combine business and pleasure in this long sojourn abroad, and after visiting the home office of the Palatine, will, in company with Mrs. Laton, make a continental tour including some of the principal European capitals.

—The Boylston of Boston, discouraged by the fire underwriting outlook, re-insured last month in the German-American of New York. The Boylston was represented in this field by H. M. Newhall & Co. The company's net surplus had fallen to \$31,145. The loss ratio in 1893 was 74 per cent. For five years losses and expenses had exceeded premiums, excepting '92. The Boylston did not write much in this field, though its loss ratio was exceedingly low here.

A. F. Bailey of London, manager foreign department of the Union Assurance Society, visited California in March.

—Alfred R. Grim, special agent of the Alliance, has been promoted to the position of assistant manager to Manager James.

—Easton, Incell & Messenger is the name of a new insurance firm, with office at 508 California street. The three gentlemen have been with the old firm of Jacobs & Easton for many years, Mr. Easton being special agent in the Pacific Northwest. The new firm have been appointed city agents for the Palatine and the Imperial. They will also do accident insurance.

—The Pacific Coast fire losses for the first quarter of 1894 show an increase of about \$400,000 or 40 per cent. over first quarter of 1893. The premium income has fallen off about 12 per or 15 per cent. on the average, it is thought. This would make a loss ratio of 60 per cent. If these figures be accepted as approximately correct, as they probably are, we must conclude not only that fires are increasing, but that the better classes of risks are carrying the smallest lines possible. In other words, the proportion of losses on underinsured lines is small.

—G. M. Stolp, manager of the National Life, spent last month east of the Rockies.

—General Agent A. M. Warren of the Milwaukee Mechanics has fitted up comfortable quarters at 410 California street, where he will be pleased to see his friends.

—Manager Driffield of the Transatlantic has come down stairs. The new office is 213 Sansome street, formerly occupied by General Agent Tom C. Grant of the North British. The new quarters are conveniently and attractively arranged.

WANTED—

A good, active

Life Insurance Solicitor

In each of the larger towns in the nine

Southern Counties of California.

Top contracts to men who can show good record.

— ADDRESS —

JOHN H. REPPY,

Manager Germania Life.

Bradbury Building, - - - Los Angeles, Cal.

Preferred Accident Ins. Co.

OF NEW YORK.

PAID-UP CAPITAL AND SURPLUS \$250,000 00

Deposited with New York Insurance Department, for protection of all policyholders, \$100,000 00

CLAIMS PAID, OVER \$800,000 00

NEW \$11,000 "COMBINATION" POLICY.

Benefits Paid for All Ordinary Accidents:

\$5,000 in case of Death.

\$5,000 Loss of Both Hands,

\$5,000 Loss of both Feet,

\$5,000 Loss of One Hand and One Foot,

\$5,000 Loss of Both Eyes.

\$2,500 Loss of One Hand,

\$2,500 Loss of One Foot,

\$2,500 Permanent Total Disability.

\$650 Loss of One Eye.

\$25 WEEKLY INDEMNITY (LIMIT, 25 WEEKS).

OR, if the injury be received by the insured in consequence of the wrecking or disablement of any regular passenger conveyance propelled by steam, electricity or cable, while he shall be riding therein, the Company will pay:

\$11,000 in case of Death,

\$11,000 Loss of Both Hands,

\$11,000 Loss of Both Feet,

\$11,000 Loss of One Hand and One Foot,

\$11,000 Loss of Both Eyes,

\$2,750 Loss of One Hand,

\$2,750 Loss of One Foot,

\$2,500 Permanent Total Disability.

\$1,100 Loss of One Eye.

\$55 WEEKLY INDEMNITY (LIMIT, 52 WEEKS.)

Premium \$20 per Year, Payable in Advance.

No other Reliable Company Offers its Equal.

LIFE INSURANCE MEN,

FIRE INSURANCE MEN,

ALL GOOD INSURANCE MEN,

WILL

Find it profitable to include

the Preferred in their list of companies.

Address

E. S. FOWLER, Manager Pacific Coast Dept.

Mills Building, San Francisco.

THE ROYAL

Insurance Company

OF LIVERPOOL, ENGLAND.

ASSETS, - \$46,000,000 * LOSSES PAID, - \$93,000,000

THE

NORWICH UNION

Fire Insurance Society

OF NORWICH, ENGLAND,

ASSETS, - \$6,000,000. * LOSSES PAID, - \$44,000,000

Royal and Norwich Union.

Pacific Coast Department:

ROLLA V. WATT, Manager,

N. E. Corner Montgomery and Sacramento Streets, SAN FRANCISCO.

SPECIAL AGENTS:

J. L. FULLER.

FRANK M. GILCREST,

H. R. BURKE.

The Coast Review.

A MONTHLY JOURNAL

DEVOTED TO

ALL KINDS OF INSURANCE THAT INSURES.

TWENTY-FOURTH YEAR OF PUBLICATION.

Printed about
the 9th
and mailed about
the 11th
of every month.

J. G. EDWARDS, Proprietor.

Pacific Mutual Building, San Francisco, Cal

TELEPHONE NO. 1530.

TERMS:

\$3.00 per year

and 25 cents per copy.

Postage added

to Foreign Subscriptions.

VOL. 47.

MAY, 1894.

NO. 5.

The Otey Manual.

Following are a few of the testimonials volunteered by local agents and others:

L. R. Grimes, Ellensburg, Wash.: The Otey manual supplies a long-felt want.

Chas. F. Burton, Billings, Mon.: I have gone through it and find it very useful. It is now on my desk for reference.

Craig Bros., Pasadena, Cal.: We have found it a great help.

J. B. Fuller, Marysville: Of great benefit.

C. W. Maxon, Oceanside, Cal.: It is certainly perfection in its line.

Geo. C. Ramsey, Bozeman, Mon.: Valuable. Contains many suggestions of importance to local agent.

Wooster & Ensign, San Jose, Cal.: The Otey manual contains many suggestions not to be obtained from any other source.

S. A. Stewart, Elsinore, Cal.: I could not well do without it.

Allard & Gibson, Eureka, Cal.: It is concisely perfect.

Geo. W. Neff, Logan, Utah: It fills the bill.

Jas. F. Ferguson, Baker City, Or.: I find within its pages a vast amount of useful information. I have never seen anything else that would render the local agent as much assistance in the prosecution of his work intelligently.

Cummings & Vaught, New Orleans, La.: We keep it ready at hand, referring to it frequently, using it as an authority.

P. J. Macmahon, Laredo, Tex.: It is clear and explicit.

Publisher's Notice.

Subscriptions may begin with any number in the year. Unless otherwise ordered, the subscription will begin with the current month.

Discontinuances.—By request of many subscribers, subscriptions are discontinued only on receipt of instructions to that effect.

Addresses.—Post-office boxes or street and number should be included in the address.

Changes (or errors or discontinuances) should be reported to the publisher. Notice of former address should accompany notice of new address.

Advertising Rates are reasonable. Every agent on the Pacific Coast receives the Coast Review regularly or occasionally.

Newspaper Clippings, Circulars, Etc.—Readers are requested to send us court decisions, brokers' circulars, assessment literature, company prospectuses, and newspaper clippings relating to insurance.

Correspondence is solicited and will be carefully edited. Local agents and field men will find these columns a serviceable medium for the interchange of views on current topics.

Communications, Etc., for publication, or suggestions or inquiries, should be addressed Editor Coast Review.

Business Letters should be addressed to the Publisher.

Australasian Subscriptions.—Subscriptions in Australia and New Zealand may be forwarded to W. H. Rowsell, 4 O'Connell street, Sydney, N. S. W.

Sample Copies will be sent to any address, free. Managers are requested to send us the names of new local agents, to whom sample copies will be mailed.

Digest of Recent Insurance Decisions.**Fire.****FIREPROOF SAFE CLAUSE.**

The agreement to keep books of accounts in a fireproof safe was not broken where a bookkeeper, at the time of the fire, fearing the safe would not stand, attempted to remove the books, and some of them fell and were burned, without negligence. 25 S. W. R. 720.

VACANCY—IMMEDIATE NOTICE.

Strunk v. Firemen's, Pa. S. C. Where a policy provides that it shall be void if premises become vacant "without immediate notice to the company and consent indorsed thereon," "immediate" means "within a reasonable time;" and, after vacancy followed by such notice, the policy remains in force until consent is refused by the company.

THE LOCAL AGENT.

Plaintiff requested J., who placed the insurance, to notify the company that the premises were vacant. J. had been the agent, and did not notify plaintiff that his agency was revoked, but sent a notice to the company, and it at once refused a permit. The property burned the day before the permit was refused. Held, it was harmless error to charge that though J.'s agency had terminated, yet, so far as concerned the plaintiff, he was still the agent, because she had not been notified of the changed relation. J. was not the agent of the company, and plaintiff, in her dealings with him, took all risks upon that point; but he became her representative for the purpose of transmitting notice, and acting for her, he set in motion the agencies which resulted in notice to the insurer. 28 A. R. 779.

TITLE.

Traube v. Dwelling House, Mo. S. C. Policy insuring separate amounts on a building and its contents is not avoided as to the personalty by a forfeiture of the insurance on the realty, caused by change in the title thereto, though it provides that the "entire" policy shall be avoided by any change in the title of the subject of insurance.

A partition proceeding, after death of insured, by which the property is set apart to the widow for life, is a "change of title or possession." 25 S. W. R. 848.

FRAUD—BOOKS.

Commercial Bank v. Fireman's, Ohio. A fraudulent alteration of books submitted by the insured on adjustment of its loss will not defeat the adjustment, unless the insurer was injured thereby.

On an adjustment of loss, insured's concealment of an inventory, unless it works injury to the insurer, is not the concealment of a material fact.

In an action to recover, on such adjustment, testimony of the adjusters that they would not have made the adjustment if they had known of the alteration of the books is incompetent. 58 N. W. R. 390.

VACANCY.

Hill v. Ohio, Michigan S. C. The fact that the owner of a house, who lived alone in it, left it for two months, doesn't as a matter of law make it vacant or unoccupied, if the absence was not intended to be permanent, and if, during the absence, the house was visited daily by a neighbor, with whom the keys had been left. 58 N. W. R. 359.

ARBITRATION.

Fleming v. Phoenix, Lon., N. Y. S. C. Under policy providing that in case of disagreement as to the amount of loss the matter should be submitted to appraisers, whose award "shall determine amount of such loss," an appraisal is conclusive on both parties. 27 N. Y. Supp.

DOUBLE INSURANCE.

Westchester v. Storm, Tex. C. C. A. Condition voiding policy in case of double insurance is reasonable.

Evidence that plaintiff moved into a house with part of his furniture, which he insured, and that he subsequently moved, and insured the rest without intending to reinsure any of the previously insured part, was insufficient to show no double insurance on any of the furniture, where the policies covered apparently identical furniture, and plaintiff failed to inform the second insurer of the existence

if the first policy, and what part of the furniture he intended the second should cover. 25 S. W. R. 318.

LIMITATION.

Harrison v. Hartford Ins. Co., U. S. C. C., Ia. Where suit was begun within 90 days after waiver of proofs of loss, it will be held to be premature, under statutes providing that no suits shall be begun against an insurance company within 90 days after proofs of loss are furnished.

AGREEMENT TO APPRAISE.

When agreement is for submission to appraisers, and there is no evidence of disagreement, held that such submission was not in accord with terms of policy, and there being no evidence of disagreement, the appraisal and award is not a condition precedent to maintaining suit.

THE LOCAL AGENT.

A general local recording agent, with authority to issue and deliver policies, and collect premiums, has no authority to waive proofs of loss.

Where such agent notified insured that an adjuster would be there on a certain day and for him to have his appraiser ready, held that such notification did not constitute a waiver of proofs. 59 Fed. Rep. 732.

SUBSTITUTION OF NEW POLICY.

Hardin v. Alexandria, Va. S. C. A.—At various times a number of indorsements were made on the policy, and when the insured applied to the agent for permission to move his property he was told as there were so many indorsements, it would be better to cancel the policy and take out a new one for return premium at pro rata rate.

The company, however, issued a new policy at short rates, which was not delivered to the insured, who was absent, but it was left for him at his place of business.

The insured property was burned after the new policy expired, but before the end of the period covered by the former policy.

Held, that the insured could compel the company to issue a new policy for the full

term, and pay the loss. 18 S. W. R. 911.

OWNERSHIP.

Hamilton v. Dwg. House, Michigan S. C. A vendor in a land contract, under which the vendee has taken possession, is not such an owner of the property as will support a policy insuring "his" dwelling on the land, and conditioned to be void if he is not the sole and absolute owner.

ESTOPPEL.

Same.—An insurance company which issues a policy, with notice of the fact that the insured has contracted to sell the premises, is estopped from insisting that the policy is void for breach of condition that the insured is the sole and unconditional owner. 57 N. W. R. 735.

NO WRITTEN APPLICATION.

Wierengo v. American, Mich. S. C. Where no written application was made for insurance, and the only term of policy agreed on by parol was the amount of the insurance, the insured is chargeable with knowledge of conditions contained in the policy issued to him. 57 N. W. R. 833.

PARTNERSHIP.

Oldham v. Anchor, Ia. S. C. Where a policy on property owned and used by a partnership runs to the partners jointly, a condition that the property shall not be sold or transferred, or any change take place in the title or possession, is broken if two of the partners sell and deliver their interests to the other partner; and the latter cannot recover to the extent of his original interest. 57 N. W. R. 861.

CLEAR SPACE CLAUSE.

Michigan Shingle Co. v. Pennsylvania, Mich. S. C. Policy was on lumber piled on a dock. There was a "clear space" clause in the policy, which was a substitute for a prior policy in which there was no such clause. It was understood between plaintiff and defendant's local agent that the use of the docks was to continue as in the past. The situation of the lumber at the time was regarded as equivalent to the clear space required in the policy, although it was not by measurement equal thereto.

Held, that a judgment for plaintiff was proper. 57 N. W. R. 802.

ARBITRATION.

Company declared it would pay nothing more than insured could demand under a strict construction of the policy. Held, that company waived right to insist on arbitration. *Phenix v. Stocks*, Ill. S. C. 36 N. E. R. 408.

Life.

FALSE ANSWER.

Where the applicant answers that he never called a doctor in his life, previous attendance by a physician, though for a trivial sickness, shows a breach of the warranty, avoiding the policy. *Provident Savings v. Reutlinger*, Ark. S. C. 25 S. W. R. 835.

EXCHANGE FOR PAID UP POLICY.

McGloughlin v. Equitable, Neb. S. C. In the absence of fraud or mistake, all previous verbal understandings are merged in the written contract of insurance, which is conclusively presumed to contain the entire engagements of the parties, with all the conditions of their fulfillment.

It was stipulated in a life insurance policy that in case of default of payment of the annual premium therein named, after the payment in full of three such premiums, the insurance company would issue in favor of the beneficiary therein a paid-up policy for as many parts of the amount insured as equaled the number of premiums paid, provided such policy should be surrendered, duly receipted, within six months from the date of such default.

Held, that the surrender of the receipted policy within six months after default is a condition precedent to the right to demand paid-up insurance.

PREMIUM NOTE.

Benefit of a statutory provision that a life insurance company cannot forfeit a policy for non-payment of premiums, without first giving notice, cannot be waived.

Where agent, without authority, takes note for premium, becoming individually liable in case note is not paid, non-payment of the note does not forfeit the policy. 36 P. R. 113.

Accident.

"BODILY OR MENTAL INFIRMITY."

Manufacturers v. Dorgan, C. C. A., 58 F. R. An anæmic murmur, indicating no structural defect of the heart, but arising simply from a temporary debility, is not within the meaning of the term "bodily or mental infirmity," in an application for accident insurance.

"VOLUNTARY EXPOSURE."

Same.—"Voluntary exposure to unnecessary danger and hazardous or perilous adventure," in an accident policy, means wanton or grossly imprudent exposure.

PASSENGERS' RISKS.

Fidelity & Casualty v. Tetter, Ind. S. C. Where policy plainly limits the risk covered to that of a passenger on a common carrier's public conveyance, and there is no mistake or fraud, representations of the agent issuing the policy that it will cover as well all accidents happening to insured while caring for and selling horses which he is taking by railroad to market transgress the agent's apparent authority and do not bind the company. 36 N. E. R. 283. Insured lost his life by a fall from a hay-loft of a livery barn.

Use of Iron in Modern Buildings.

One of the principal features of modern building construction is the great extent to which iron is used, and there is a remarkable unanimity of opinion amongst experts that, in the event of fire, the stability of buildings so constructed is not very great. Iron is all right for the framing of roofs or underdrawing of floors, or similar purposes where it has no supporting or weight carrying to do, but beyond this its use should be restricted as much as possible. Being easily used, occupying little space, and supporting all ordinary weights and strains to perfection, it is not unnatural that iron should be a popular material with builders and architects. But unfortunately, almost the whole weight of a building is frequently made to rest on cast or wrought iron pillars. As a rule, architects know their business, and we may therefore assume that, as far as or-

dinary fluctuations of temperature are concerned, the pillars and other supports are secure, and the same with regard to all ordinary weights and strains. In fact a column is usually made to bear about eight times the weight it is expected to carry, but the question of any other temperature than that of the ordinary atmosphere seldom seems to enter into account at all. These pillars are generally of cast iron (and here I may interject a technical remark—viz., that wrought iron is of a fibrous nature, and consequently will generally show its weakness by bending, while cast iron is of a crystalline nature, and is more likely to break or crush under pressure.) Now, cast iron loses above 15 per cent of its strength at a temperature of 212 degrees, which is only the boiling point of water; at the temperature of molten lead (612 degrees) it is said to have no strength at all; and at a temperature of 2,787 degrees, which will probably be much lower than that at the center of a large fire, it actually becomes liquid. When we realize this, there is no need to emphasise the necessity of some protective covering being taken to remove the weight of the structure from these pillars.—R. M. McConnell.

Palatine Insurance Company.

The seventh annual meeting of the Palatine Insurance Company of Manchester, Eng., was held last month. The chairman said of the losses:

"The loss we have sustained is due, except to a very small extent, not to our American business—upon which, on the other hand, we have a very fair profit—but almost entirely to our continental and foreign business, which has been unusually and abnormally bad during the past year. The great part of the loss is really due to the fact that seeing the North German and other business was so unsatisfactory, we have absolutely cut off the treaties under which we were receiving the greater part of that business, so that we had a loss of income from these countries."

The Palatine is the combination of several companies and the reinsurer of several, to-wit: the Mutual Fire, Palatine Fire, United Fire, Mutual Accident, the

Health, the Isle of Man Fire, City of London Fire and Manufacturers and Builders. The affiliated companies make one strong company with a premium income of over \$4,000,000 and cash assets of \$3,797,885. Chas. A. Laton is the Pacific Coast manager of the Palatine.

Fraternal Insurance.

The Order of Railway Conductors of America declined to pay the insurance on the life of a member, on the ground of failure to pay assessment within 60 days, although previously delayed payments were regularly accepted. How these brethren love one another! The supreme court of Iowa decided in favor of the plaintiff beneficiary.

Fire Inquests.

In the State of Nevada, where I started in to learn something of insurance, they have an excellent law which is known as, I think, the "Fire Inquest Law." After a fire any citizen can go before a justice of the Peace and demand an investigation as to the cause of the fire. Some years ago I was up there. A man had rented a blacksmith shop, at least there was a dispute about the title, and it took fire. His neighbor demanded an investigation, and the result of the investigation was that the man was put in jail. He got out on bail and was lost sight of for several days, and was finally found lying dead in the building which was only partially destroyed. He shot himself. I think the moral effect of the law is good. Where an adjuster will come and settle his loss, perhaps in a day or two—two or three days—the adjuster has not the time even if he has the ability, to investigate the matter thoroughly, if the assured knows that there is a probability of a thorough investigation, the moral effect is good. If an adjuster finds a loss is suspicious, he starts to investigate; it might take, perhaps, ten or fifteen days to find out all the facts.—A. A. Andre.

Whatever insurable interest one may have in his partner's life ceases when the latter retires unindebted to the firm.

Incendiarism on the Coast.

There are numerous signs of an increase in the number of incendiary fires on the Pacific Coast. The newspapers often contain the statement, in connection with the report of a fire, that the origin "is believed to be incendiary," but evidence of this kind merely indicates the prevalence of a popular belief which may have no other foundation than a suspicion suggested by dull trade.

Underwriters, however, through the reports of specials and local agents, learn of the unusually mysterious nature of many fires in these dubious days. The number of fires and the losses are increasing, while premiums are falling off. The conclusion is inevitable, aside from more specific evidence, that incendiaries are at work, and that there is a marked relation between fire losses and the conditions governing the business world.

The arson committee of the Pacific Insurance Union has been extraordinarily busy during the past few months. Chairman Butler has been corresponding with parties over all the Coast on the subject of rewards, the arson committee having recently offered \$10,000 in rewards for the arrest and conviction of incendiaries.

The evidence of human depravity, as found in the testimony in the possession of Chairman Butler of the arson committee, would weaken the faith of even the man who believes that "whatever is right." These incendiaries include every class of society, every kind of business and every nationality. There are merchants—chiefly merchants now—and saloon-keepers, and farmers, and doctors, and barbers, and mechanics, etc., whom the hard times have embarrassed, and who are sure of relief by any kind of settlement with an insurance company, and who, not without reason, hope for a profitable settlement of their loss claims.

Occasionally a man is convicted of arson and sent to the penitentiary through the reward offered by the arson committee of the fire underwriters; but the principal benefit derived from the offering of such rewards is an indirect one. The publicity

of the printed announcements of a reward deters incendiary minded men from the execution of their criminal plans. They know that their neighbors will be on the alert for evidence of arson, and that professional and amateur detectives will be spurred on to special investigation of all the circumstances of the fire.

We are of opinion that the larger part of the insurance losses from incendiary fires are on large mercantile and manufacturing risks, whose owners, either corporations or individuals, are scarcely suspected, and whose losses are not thoroughly investigated, because of the volume of business controlled or influenced by the claimants. It is not necessary to enter into particulars. Every well informed underwriter knows of many such cases of suspicious fire, and of the hopelessness of any concerted and systematic investigation. That rich corporations and firms are not above such crime we have evidence in two California instances—one a brewery and the other a tobacco factory.

The state and the underwriters' arson committee succeed in convicting the little and friendless incendiaries—the saloon-keeper, and the shop-keeper, and the lodging-house keeper, and the like—but the big merchant, the brewer and the manufacturer, who have capitalist creditors and moneyed friends, who can hire able counsel and bribe the daily papers—go unwhipped of justice. Neither the state nor the underwriters institute proceedings against such influential criminals. The machinery of the state is manipulated by such rogues; and the underwriters know too well that the average jury will not convict them. But still, since the underwriters do proceed against the inferior sort of incendiaries, they should occasionally test public sentiment and try to protect their own interests by bringing the evidence against "highly respectable fire bugs" before a grand or petit jury. The underwriters are often put in possession of such evidence and some of it might stick in a court of law. The conviction and imprisonment of one of these dastardly incendiaries who are "disting-

guished citizens," "mercantile princes" and who perhaps are the pillars of the church or synagogue, would do more to check incendiarism on the Coast than the imprisonment of a hundred nameless and desperate poor devils who apply the torch to escape utter bankruptcy.

The Mutual Benefit Life Association.

We cannot congratulate the members of the Home Benefit Life Association who reinsured in the Mutual Benefit Life Association, on the annual statement made by the latter. The assets have not increased, and the number of certificates in force has declined from 8,507 on December 31, 1892, to 5,775 on December 31, 1893.

What would have been the unlucky showing had the New York association not reinsured the Home Benefit of San Francisco?

In round numbers, however, probably owing to the taking over of the Home Benefit members, the insurance in force has increased one million dollars—with nearly 3,000 fewer members to meet the increased obligations.

It may not be without significance that in the Mutual Benefit Association's own state the membership (certificates) last year declined from 3,764 to 2,273. While 2,917 new certificates were written, 4,408 ceased to be in force. The insurance in force fell off, also.

Here is a summary of the annual statement of the association: The assets, including \$5,000 worth of office furniture, are \$136,384, or over \$2,000 less than a year ago. The income was \$3,000 more, but the losses paid (\$181,473) were nearly \$20,000 greater than in 1892. This would seem to indicate that the death rate is increasing. This view of the mortality increase receives confirmation from the fact that the "losses adjusted, due and unpaid" have advanced from \$25,500 to \$67,500 during the year.

The unfavorable condition of the association is still further shown by the increase in twelve months of the "contingent mortuary liabilities" from \$152,631 to \$246,025. This is an increase of over 60

per cent., while the insurance in force has increased only 10 per cent, and the certificates in force have decreased 27 per cent. The resitsd claims have advanced, too, from \$51,831 to \$69,575.

The deaths in 1892 were 101. In 1893 the deaths were 185—an extraordinary increase in the face of a declining membership.

The total of certificates lapsed in 1892 was 5,034, and in 1893 the total was 10,656. The balance of "net assets" has fallen from \$114,595 to \$67,716, in one year.

The San Francisco Fire Department.

The late grand jury made a thorough inspection of the fire department of San Francisco, and pronounced it in first rate condition—first rate, that is to say, for a "call" fire department. Some new apparatus is recommended, but the engines and carts and trucks, etc., were found to be in perfect repair, and the men in charge not merely competent but zealous in the service.

Fault is found with the call men's substitutes, but as the latter are paid only \$10 a month, no praiseworthy service can be expected from them. The regular "call" men can not respond to alarms both day and night, and as they receive only \$35 a month themselves they can not afford to pay more than \$10 a month to the substitutes who stand ready to take their places. The character of the substitute may be imagined. He is a needy man who is not regularly employed, and he does not remain long in the service of the fire department. He is therefore an inexperienced and ill-disciplined man.

The general character of the regular extra men is declared to be excellent. They are enthusiastic firemen who remain in the service because they like it, and their attachment comes from their early experience as volunteer firemen. San Francisco is so fortunate as to number among its citizens many sterling men who used to "run with the machine," and who take an interest in the department and its fire-fighting appliances. These men can be relied upon to do good service

when needed, either as "call" men or upon any emergency.

These old volunteer firemen, however, are growing fewer in number as time progresses. This old guard may never "surrender" but it must die. San Francisco cannot long depend upon the services and skill of its old volunteer firemen. To prepare for this loss the city must create a full paid fire department, and the preliminary work for such a department should begin now.

* * *

The new pompier corps will be an invaluable adjunct to the department. Under the present system much time is often lost, as regards fire extinguishing, while the firemen rescue women and children from a burning building. The pompier men, climbing from window to window, will take this life-saving work in charge, and do the perilous duty more efficiently and with greater safety. The pompier corps will also aid the firemen by carrying or hauling them to otherwise inaccessible points of advantage, whence they can let down ropes and pull up hose, and direct streams of water where the greatest good can be accomplished.

Technical Defense.

The New York Accident Ins. Co. has joined the Standard Accident of Detroit in resisting claims where accident happens while "violating" a Sabbath law. Policyholders in either of these companies are warned that they cannot recover for accidents happening to them while doing anything else than "household offices of daily necessity, or other works of necessity or charity," on Sunday. 59 F. R. 559.

Pro Rata of Assessment Funds.

In the matter of the assigned estate of the Order of Fraternal Guardians the supreme court of Pennsylvania recently decided as follows:

Where a member of a benefit association complies with all requirements, the funds of the association, on its making an assignment four years after organization, will be distributed among the members in proportion to the amounts paid in by them.

Magdeburg Fire Insurance Company.

On the next page the reader will find an abbreviation of the forty-ninth annual statement of this old and time-honored German fire office. A comparison of the figures with those of the preceding year shows that the hard times have not affected the Magdeburg Fire Insurance Company. Its resources are too great to be affected by financial depressions, and its underwriting management is too conservative to incur any abnormal loss ratio.

The chief figures of the annual statement are worth reviewing, and it is well to recollect that they represent a fire business exclusively. There are no marine, life or accident figures to swell the totals. The assets are \$7,354,488, a gain of \$200,000; premiums, \$5,944,301, a gain of \$240,000; surplus to policyholders, \$5,132,119, a gain of nearly \$80,000.

The growth of this company has been marvelous. In forty-nine years it has received \$133,525,825 premiums and has paid \$92,592,942 losses. Nearly every year has resulted in an increase of business; and profits have been made and dividends paid every year, excepting four years.

We express the hope, mentioned on a former occasion, to see the old Magdeburg Fire spreading over all the Union, as a company of its standing always finds a large and profitable field.

Messrs. Gutte & Frank represent the Magdeburg as Pacific Coast managers, at 303 California street.

Assessment Endowment Insurance.

So many of these "endowment" swindles have failed in California that they find poor pickings, but there is some danger that in new disguises they will resume their pick-pocket work. We urge our readers to send us the literature of such schemes, that we may put them on the list and turn The Coast Review reflector into their dark corners.

Supt. Pierce of the New York insurance department has a chapter on this subject in his annual report. He speaks of it as "a pernicious and dishonest system of insurance carried on by assessment associa-

tions," and asks the legislature of New York to repeal the law authorizing it. The California law also authorizes this form of stealing in the livery of insurance. We invite Commissioner Higgins to investigate the subject and then urge the legislature to amend the assessment law so as to prohibit assessment endowment insurance. The law needs changing, anyway, and steps to that end can not be taken too soon.

Brokers.

There are brokers and brokers, as we have had occasion to say before. The kind of broker we have in mind is, unfortunately, very largely in the majority. He knows little or nothing of fire underwriting, and while ostensibly the representative of the insured, who pays for his "services" in the premium rate, he in no way earns the commission paid him. The insured leans on a poor reed if the broker's judgment is trusted in the selection of a company or in the wording of a policy.

Assuredly the average broker may be relied upon in one respect. He may be trusted to place the insurance, if the selection be left to him, in the company which pays him the largest commission, regardless of its financial condition, and with indifference to its reputation in the adjustment of losses. The broker is of the opinion that if the company fails, the loss will probably be not more than the unearned premium, and the failure will present him with the opportunity to earn additional brokerage by substituting another policy. Should a loss occur, the broker is reasonably certain that his influence will secure not merely a fair adjustment, but an extravagantly liberal one. The company will not dare to antagonize *him*, the all powerful broker; and his leverage in this respect will give him leverage with the insured, who, duly grateful, will not fail to reward the broker who has been the means of the payment of a claim in excess of the actual loss.

We have noted the fact that in fire insurance litigation only an inconsiderable

percentage of the cases grow out of losses on city property. May we not conclude that this fact is significant of the influence of the broker? The companies fall down before the awful threat of this impudent and wholly needless middleman, and pay claims which are believed to be exorbitant or fraudulent, rather than suffer the wrath of the broker or trust to pledges of united resistance.

Herein lies the special evil of the brokerage system of dealing with policyholders. The dishonest claimant can rely on the help of the broker in pushing his claim for collection, and if there is resistance the broker may break it down or minimize it by judicious pressure in weak places. We need not cite any examples. Our readers are too familiar with them, and some of the examples are fresh in memory.

The broker is also at the bottom of the rebate evil, because he is responsible for the payment of high commissions. He actually cuts this commission down when he persuades a manager to pay high commissions; because other managers are forced to do the same, and every other broker meets him on the same terms in the competition for business. He receives a higher commission only to turn it over to the insured in the shape of a rebate increasing with every new concession.

Leading brokers in San Francisco today, who are paid ridiculously large commissions, directly or indirectly, have confessed to us, in confidence, that they fix a monthly sum on which they can live nicely, and all over that sum they rebate to the insured. If they receive a higher commission, the rebate is increased; and if more business is thereby secured, the percentage of rebate is increased to that point which barely allows the liberal monthly earnings "which experience has shown to be sufficient and not more than enough for good easy living." In this way the broker makes himself more secure in the control of his business. He strengthens himself by weakening the companies, and he pleases the insured while he worries the insurer. One successful broker informs us that it is his rule to never retain

more than ten per cent. of his commission. How much less he may retain and still make a fat "salary" depends upon the amount of commission allowed him by the dishonesty of one manager or the "enterprise" of another in meeting "competition."

Is it impossible for the fire insurance companies to emancipate themselves from the brokerage slavery? No one company dares strike off the shackles; nor, so long as there are rating compacts, will any group of companies do so, for the stroke for liberty involves the writing of business at reduced rates. Boards and compacts are conditions of the broker's survival as a factor in fire insurance, but he, foolishly ungrateful fellow, is the worst enemy of the compact. He is responsible for the broken pledges which undermine underwriters' compacts.

In any possible endeavor to abolish brokerage the underwriters cannot expect any aid from the city property-owner. Why should the latter withhold his business from the broker, so long as the companies pay the brokerage? Why should the property-owner choose this or that company and give his business to its general agent, so long as the broker will handle that business without charge? Some company will employ him, that is certain. It will be useless to inform the property-holder that the commission paid the broker is an element of the premium rate. He will laugh at you, and ask what difference that fact can make to him individually.

It has been said in behalf of the broker that he is a "necessary evil," palliated by the "business" which he secures and which it is believed would not otherwise be written. Assuming this to be true, do not the companies pay a very big price for this extra business? Is the additional business worth the price? Is it worth the worry, and the exorbitant claims, and the boycotts, and the enmities, and the too liberal settlements, and the fostered prejudices, arising directly or indirectly from the agency of the city broker?

Probably the time was when the broker

did good service in persuading city property-holders to insure. But that time has passed. The man who hears the fire alarm every day, who sees fire engines rolling by, and who reads of fires in his morning paper, and does not insure, will not be persuaded by the broker.

The salaried solicitor, or the collector of renewals, in the employ of the city agent, can take the place of the broker, with advantage to the companies and agents from the beginning, and with advantage to the insured in the long run.

"Um, Um, Um, Says Your Broker."

SUNG BY J. H. RICHARDS, AT THE ANNUAL BANQUET OF FIRE UNDERWRITERS' CLERKS' ASSOCIATION, SAN FRANCISCO, APRIL 21, 1894.
WORDS BY E. W. CARPENTER.

In getting city business now, here of late
I have coddled up a broker I can't shake;
He costs me 'bout a bar'l of money,
Always turns up and says, "Now Sonney!"

CHORUS.

"Oh, you can't lose me Charlie; no, you can't lose me, Charlie;

Under no conditions can you shake off my commissions:

Um, um, um, (closed mouth), says your broker,
And you can't lose me; no, you can't."

My own brother's policy I marked "direct,"
Up bobs broker commission to collect,
And says unless he gets my brother's
He'll place elsewhere very many others.

CHORUS.

"And you can't lose me, Charlie; no, you can't lose me, Charlie;

You have got to treat me fair or I'll scalp your business bare.

Um, um, um (closed mouth), says your broker,
For you can't lose me; no, you can't."

My dwelling is an "office risk," I'm quite sure,
Yet my wife for broker pleads quite demure;
Having surrendered *sans* conditions,
Find wife gets one-half the commissions.

CHORUS.

"Oh, you can't lose me, Charlie; no, you can't lose me, Charlie;

Can't allow these marriage ties to bind up my business eyes;

Um, um, um (closed mouth), says your broker,
For you can't lose me; no, you can't."

I'm now in the highlands, scenting mountain air,
But the same friendly broker meets me there;
For each five hundred "scents" I breathe in
Asks one dollar—"permit for livin'."

CHORUS.

"Oh, you can't lose me Charlie; no, you can't lose me, Charlie;

Twenty per cent. commissions quite low for such permissions.

Um, um, um (closed mouth), says your broker,
And you can't lose me; no, you can't."

Assessment Statistics.

In 1892 the assessment companies reporting to the New York insurance department gained over three million dollars in receipts from members. In 1893 they gained less than six hundred thousand, and the total income was only three hundred thousand more than in 1892, whereas the gain in '92 over '91 was \$3,333,000. A cold frost seems to have fallen on assessment insurance in the financially frosty year 1893. The certificates in force fell off over 22,000 in number.

Classification.

The carrying into effect of a better system of classification would certainly be extremely beneficial. The experience of any one company does not go very far and does not do very much good. And whatever good each company derives from its own experience, it is not likely to give it to others.—H. M. Grant.

I think the idea suggested by Mr. Bangs that the special agent should know exactly the plan on which classification is based, so as to be able to explain it to the assured, is the correct idea. I believe that every special agent and every field agent ought to know the formula by which classification is arrived at. Ought to know how to use the formula, and how much percentage there is to be taken off in a given town having a schedule. He should be able to tell the insured exactly, if he looks at the risk and examines it carefully, what classification it would be placed in. Ought to be able to tell him how much the rate will be, and not be obliged to refer it to a higher authority. This matter has been discussed at some length before and I think we ought to take some action in regard to it so as to qualify the special and the local agents and enable them to give an

intelligent answer to the assured when he asks why his rate is this or that.—A. A. Andre.

I had at one period in my official career, two sets of companies; one required the English plan of classification and the other the Hartford plan, and in trying to classify under these two systems, we sometimes found ourselves at loss to know "where we are at." There was a classification system devised by my son, a few years ago, and I think a paper was read before the association several years ago by him, and was specially adapted to the conditions of this Coast where we had a series of tariffs, one, two, three, four, five, adjusted to every condition of physical hazard and otherwise for several towns. We therefore had going in that office three different sets of classification; the result was, we did not know what to do half of the time.—Geo. D. Dornin.

There is no question about the necessity of something like this. Mr. Gunnison and I talked it over on the quarter deck of a stage coach, thirty or forty years ago, and it has not reached a method yet. It is the old story of who would "bell the cat" and it stops right there. So I am not certain that each man will not have to do his own fighting and his own running as usual.—Wm. Sexton.

Accident Notes.

The new employers' liability act in England will help business. The old act was very unsatisfactory. It allowed too many loopholes of escape. The workman's knowledge of a defect was a defence. The employer could escape liability by notifying employe that a machine or boiler was slightly defective, and he incurred no liability for sub-contractors' men. The Coast Review, a year or so ago, criticised the old employers' liability act as a worthless piece of legislation.

*

The new act makes the employer liable for the negligence of any of his workmen, and not merely for the negligence of his foreman. The workman's knowledge of defect is no longer a defence. There is no

limit to damages. Clerks, domestics and seamen are now included. There is to be liability for sub-contractors' men, and for injury to health.

*

The employes of the Union Iron Works in San Francisco are justly complaining of a new rule compelling them to contribute a part of their wages to an accident fund. The action of the corporation is un-American, or, at least, formerly it would have been so. If we understand the objection of the workmen, their liberties are abridged. The men should be encouraged to insure against accidents, but they should be allowed to select their own companies or go without insurance if they and their families are so foolhardy as to run the risk themselves.

*

The Star Accident Association of Chicago, a combination of two Illinois hat-passers, is about to take a fall. Bad reports are in circulation, about unpaid claims, compromises, and litigation.

*

According to a press dispatch—which may not be true—an accident insurance solicitor is now riding a railroad "bicycle" (tri-cycle) from Minneapolis to Portland, and soliciting business in the towns through which he passes.

Los Angeles Loan Company's Business.

A local agent at Los Angeles does not appreciate The Coast Review's delicate irony, in the Los Angeles State Loan and Trust Co. matter. He intimates that The Coast Review's statement that the union would protect the Los Angeles locals provoked loud and disrespectful laughter, and the intimation that Wm. J. Landers had not heard of the bonanza was greeted with shouts of derision. We feel hurt over this matter. Our carefully builded paragraph, which was designed to mean just the reverse of what was said, was taken seriously by our Los Angeles readers. We are indignantly informed that the union protects "nobody," and that Willie Jay took the cake and paid the son-in-law bank

clerk 33½ per cent. commission. Our correspondent writes circumstantially as one having knowledge. Of course it will do no good to call the attention of the managers of the Guardian in London to their agent's conduct in this field. They profess to believe, notwithstanding The Coast Review's \$500 challenge, that Wm. J. is as innocent as a lamb and never pays any more commission than the union prescribes. The home officers do not want to believe it. Their motto is evidently that of the thrifty father mentioned by Horace: Get business, get it honestly if you can, but get it. Mr. Landers is not without principals, and he knows them.

Ancient Order of Samaria.

This is the "ancient" title of a new California humbug, which pretends to some respectability because it is "incorporated under the laws of the state of California." Every insurance swindle which has afflicted California in the last decade was likewise "incorporated under the laws of the state of California." The public should understand that any scheme may be incorporated on the payment of a nominal fee.

This new differentiation of the assessment parasite proposes—we do not say purposes—to pay in installments an agreed sum which the managers perhaps doubt their ability to pay down in a lump sum. What a fool a man must be to trust a scheme like this to pay his widow in small payments, covering months or years. Similar assessment humbugs have failed by the hundreds. The only chance of "realizing" is for the "insured" to die early and for his beneficiary to collect immediately. The later claimants get what the later claimants of the Bankers and Merchants got. They got nothing. All the claimants of the Ancient Order of Samaria will be "later claimants."

Thoughtful men who read the "proposition" of this "ancient" order will ask, Who is behind this scheme? Was it not organized to give somebody a salaried position? Is there a man of property connected with it? Will any responsible

man put his name to any single contract of so-called annuity insurance?

We find that a custom house broker is the "supreme high priest" (what a ridiculous title for a man to wear!) and a bookkeeper in a retail dry goods store is the "vice supreme high priest." One Wm. W. Peaslee, whose name does not appear in the city directory, is the "supreme recorder," whose office is in a Montgomery real estate office. The "supreme receiver" sells or makes ink on Commercial street. The real estate agent whose office is the headquarters of the "supreme" humbug is a member of the "investment committee." Another member of this committee is a sausage maker, and one of the medical directors is a man of the same name and probably of the same family. Chickering & Thomas are the attorneys ("chancellors"). It is at least suggestive that these lawyers were attorneys of the defunct Home Benefit. The "supreme organizers" appear to be nondescript solicitors.

We suspect that this "ancient order" is an Oakland scheme and in some way the fungus outgrowth of the bursted Oakland Life and Endowment Annuity fraud, Jordan's company. If it is such an outgrowth, nothing further need be said. The "ancient order" will speedily smell like a down-town San Francisco sewer.

If the reader does not care to accept the condemnation by The Coast Review as final, let him investigate for himself. Let him first find any responsible citizen connected with the scheme. If he can't find him, then it will be useless to pursue the investigation farther. If such a responsible man is discovered, ask him to guarantee the payment of a single claim. Of course if he has any confidence in the order he will not hesitate to endorse one policy at least.

Let the investigator go into the personnel of the men who are behind this salary-paying enterprise, after first assuring himself that the notorious Jordan has naught to do with it. Is the "order" merely another "endowment" fake? Is it the enterprise of impecunious men?

Are the "responsible" men merely brokers? If so, it should be severely let alone, aside from any alleged merits.

Mutual Fire of New York.

The Armstrong relic does not make as good a showing this year as last. The loss ratio has jumped from 36.3 to 85.3 per cent. The expense ratio increased likewise. The total income was \$132,000 less than the total expenditures. The surplus fell off nearly \$60,000. The loss ratio, including unearned premiums, was about 90 per cent. of the premium income. The face of the Mutual Fire seems sicklied o'er with the pale cast of bad luck once more.

Editorial Scribblings.

The Weekly Underwriter digs these figures from the New York insurance department fire reports: Commissions—1865, 12.67; 1893, 19.77. Salaries—1865, 9.44; 1893, 7.61. The broker is at the bottom of the increased outgo.

* * *

The Philadelphia court of common pleas has decided that the Pennsylvania law against individual insurers is repugnant to the fourteenth amendment to the United States constitution. The law applied only to contracts of indemnity against loss by fire and lightning. The court said:

"The insurance against loss by fire is a mere contract of indemnity and the Legislature has no right, we think, to deprive or restrain a citizen from obtaining it from persons, partnerships or associations, and to compel him to secure it alone from an artificial body, the members of which are not personally liable for its obligations. Neither have they the right to make it a crime in him to sign a bond of indemnity for the protection of his neighbor if they allow it to be done by a corporation."

* * *

The loss ratio in Kansas last year was only 47.3. This favorable experience hardly fits our expectations; but then 1893 will be a better test of Lewellism and Popularism than prosperous 1892.

The title of the case was *Limburg v. The German*, and when the clerk read it aloud the learned and eminently respectable supreme court judge was heard to murmur in the vulgartongue, "cheese it."

* * *

According to the Insurance Journal of London "respectable" persons in the English capital live in £25 houses, or, in other words, pay at least \$10 a month rent! Think of that ye poor San Franciscans who live "three miles out" and pay \$25 a month for a five-room flat three flights up.

* * *

In August *The Coast Review* estimated the fire loss ratio for the Coast for 1893 at 48 per cent. This estimate was adhered to throughout the remainder of the year, although in the December number the estimate was advanced to 49 per cent. On page 41 of the January *Coast Review* we said: "The average loss ratio, 49 per cent. is the average loss ratio incurred. The average ratio of losses paid will be only about 41 per cent." The "official" percentages were: loss incurred, 50.0; loss paid, 42.9. In the November number, page 410, we estimated the total Coast losses for 1893 at \$5,650,000. Three months later the general agencies reported a total of \$5,695,830. Wasn't this pretty good guessing? Our estimates, made several months before the expiration of the year, prove two things, to-wit: first, the law of averages applies to fire losses; second, the losses reported to *The Coast Review* are substantially complete.

* * *

There is a Fine Art Insurance Co. in England. It issues "valued policies" on valuable works of art.

* * *

Make haste, young man, and insure your life while your health is good and the annual charge is small. You won't be young long, and you may not be a first-class risk many months. Besides you will some day conclude to marry, no matter what good or bad resolutions to the contrary you may

have taken. If you are unacquainted with a life insurance solicitor, consult our advertising pages. *The Coast Review* advertises only companies that insure.

* * *

It is said that a leading accident company canceled its policy on "General" Coxey. Why? What extra hazard belonged to the "Industrial Army?" Coxey's liability to accident was surely small while riding in a carriage at the head of men who walked and was certainly less than while driving or riding blooded stock on a stallion ranch.

* * *

Insurance Age compiles a table of the gross assets and unpaid premiums of American fire companies from 1875 to the present. The percentage of unpaid premiums varies from 3.57 to 8.06. The latter is the percentage for January 1, 1894. The proportion of credited premiums has been steadily advancing during the last twelve years.

* * *

An English exchange chides a contemporary for its tardiness in "finding up" news. We suppose when the offender fails to print the news it is a case of "losing down." Here in America, where the language is spoken with equal elegance and greater expression, we should say that the English paper was tardy in "nosing out" the news.

* * *

The Mutual Fire lost \$30,000 on the Buffalo sugar refinery. It is to be hoped that "sweet are the uses of adversity" will apply to this experience, for the Mutual Fire's loss ratio in 1893 was over 85 per cent. of the premiums.

* * *

The St. Charles hotel people in New Orleans do not want to rebuild. Put that statement with this: The city authorities have condemned the standing walls, and ordered them pulled down. Then note this: The underwriters objected to the razing of the walls until further expert examination was made, or at least until the adjusters arrived.

Legislative progress in Washington, D. C.: "Keep off the grass."

* * *

Several life insurance companies now conspicuously advertise that they do no business in foreign countries. What is the objection to Canada?

* * *

The Insurance Post (p. 204) contains the picture of a man who walks on the side of a fence. This beats the "human fly" who walks on the ceiling.

Caverly, Van Anden, and The Index of London.

THE ANCHOR INS. CO. OF LONDON—A CHICAGO SWINDLE WITH A LONDON ATTACHMENT—VAN ANDEN-CAVERLY-BANKS-INDEX JOBBING IN WILDCAT INSURANCE.

One of the most contemptible swindles ever carried on in the name of insurance was managed in Chicago, through the spring, summer and fall of 1893, by Charles A. Van Anden, who had previously been identified with the State Investment of San Francisco, and later on the organizer and proprietor of the Protection of West Virginia and the defunct Pioneer of Chicago, both of the latter now among the worthless wrecks. The latest appearance of Van Anden was as General Agent of the Columbian of Louisville, and it is not surprising that it is already a subject of newspaper gossip that the Columbian people claim that Van Anden holds \$42,000 of the company's money which cannot be collected. His alleged defense is that the company owes him money in return.

As if American wildcat practices were not enough, this member of the Chicago Board of Underwriters entered into a combination with London last year to float the policies of a worthless concern called the "Anchor Insurance Co.," with offices at 17 Catherine street, Strand, in London. There is every reason to believe that his London partners were Caverly, Banks & Co., who are practically the publishers of an insurance journal called the Index, of that city. Sometime in the spring of 1893, this London firm put forth advertisements as General Agents, representing a whole brood of American wildcat companies, including the Protection of West Virginia, managed by Van Anden in Chicago. Shortly after the news of the effort to float such worthless policies in London reached this side, whereupon the insurance journals exposed the

whole crew, and by July, or possibly in June, Caverly, Banks & Co. withdrew their advertisements, and through their organ, the Index, publicly repudiated the American company.

During this period Van Anden, who had evidently made an exchange of wildcat companies, began to float the Anchor policies in the west. There was a pretense that its headquarters were in Roby, Ind., the prize-fighters' suburb of Chicago, but it was only a pretense, the real headquarters were in Van Anden's office in LaSalle street, Chicago. The Anchor policies even attracted attention and, like other wildcat issues, they were extensively circulated. By that subtle connection by which brokers, who handle worthless policies, learn of such affairs, the orders rolled into Chicago in lively fashion for Anchor policies and Van Anden simply gloated over the incoming premiums.

By-and-by the loss claims arrived, and Anchor policyholders did not enjoy the experience of collecting losses in the proper fashion, although the style was of the ordinary wildcat pattern. They were put off with promises and other excuses, but the funds did not materialize. Dozens of claims remain unpaid to this day, and the Anchor, as a company, has announced by circular that it has no assets. This circular, which nominally issued from London, was printed and posted in the name of the company in Chicago, presumably under the direction of Van Anden. * * *

The parties [loss claimants] were advised to send their claims to a well-known adjuster in Chicago, with a view to compromise, and they did so. He answered that he had heard statements that the company was not paying losses, and of an adjuster, who once adjusted a loss for Mr. Van Anden's office. The work was completed and bill for services presented, but although several months had passed, the bill was unpaid. The adjuster wrote:

"My impressions are this office is operated for revenue only to those who run it." Later the adjuster reported January 4, 1894, as follows: "I have interviewed Mr. Van Anden, and also Mr. Steers, in relation to your claim. The former assured me on honor (?) that he had no connection with the Anchor Insurance Co. since last October, and his only suggestion was that your proofs go to the London office [compare this with Van Anden's statement quoted by Mr. Steers, that he had learned the company was 'insolvent'], and they would be referred to Mr. Steers for settlement. Mr. Van Anden is smooth, and is attending to his own interests nicely. Mr. Steers assured me

that he is unable to do anything until the claim is referred to him, and that he has settled several cases already, and his drafts on London have been duly honored. I could get no encouraging response to suggestions of compromise. The whole game is apparent—it is worked on the bucket-shop plan."

THE NOTORIOUS CAVERLY.

Having been thwarted in Chicago, the claimants next sent their claims to London, and were even worse treated there than in Chicago, but it is here that the Caverly-*"Index"* hand was first developed. The London attorney to whom the papers were sent first endeavored to find the headquarters of the Anchor, at 17 Catherine street, Strand, but was only partly successful. He wrote January 24th:

"Unfortunately all the blinds were closely drawn, and no amount of ringing or knocking brought any response. From inquiries made on the spot I discovered that during last summer, the office was open regularly, but recently visitors have been few and far between. One man has been seen after dark to let himself in, stay for a few minutes and depart. The landlord of the building states that about twelve months ago, they leased the premises to a Mr. R. B. Caverly, for a Dramatic and Musical Agency, but afterward Mr. Caverly found the premises unsuitable, and sub-let the office to the Anchor Insurance Co. I understand Caverly has made himself responsible for the rent. Last quarter's rent was paid by Mr. C. with a draft drawn on Mr. Van Anden, who signed the policy in Chicago, but unfortunately for the landlord the draft has not been met. Now appears the curious part of the business. Caverly hails from No. 6 King street, Cheapside, which is the office of the Index publishing company. The affair deserves exposure."

The same attorney wrote from London a week later that he "had seen Caverly, and the latter denied all connection with the company, and that in fact the company owes him £40 for the dishonored draft in question. Mr. Caverly said that to all intents and purposes Mr. Van Anden was the company, that all premiums were retained by him and never remitted to London, and that all losses up to a certain point were paid by Van Anden. I do not believe there is a sixpence owned by the company in London, nor anywhere else."

This attorney being one of the persevering kind addressed a communication to the company at the address given, with reference to

the loss, and in a few days received a reply signed "R. H. Seaton, director," stating that the matter would have to be attended to by the agent in America, by whom the policy was issued.

In further pursuit of the "R. H. Seaton, director," who is as illusory as the funds in Van Anden's hands, it was learned that the company was actually registered in 1884, as the Anchor fire office, by R. Horrocks (since deceased). The nominal capital was £100,000, the actual capital paid up was £57, and, barring the premiums, this was the entire sum ever possessed by the company. The returns filed in 1882, showed that the called up capital was £1,417, but of this £1,000 was represented by 1,000 full paid shares (!) presented to a Mr. Charles Benton, for expenses in organizing, and £300 by 300 shares full paid, presented to the secretary, neither of which represented cash. Mr. Charles Benton's address was 6 King street, Cheapside, same as Caverly, Banks & Co., and of the Index. The returns dated 16th June 1893, mentioned among the shareholders "R. Horrocks, 50 shares." There is evidence that Horrocks died four years ago, and hence this would be a false return, and the company would be liable under English laws to prosecution. Unfortunately English laws permit the reporting of companies on enormous proposed capitals and a mere trifle paid up.

The claimant is still without his money, and we think it more than doubtful if he ever receives a cent. From the letters given it will not be difficult for our readers to put a proper estimate upon the parties concerned. The documentary evidence leads to the conclusion that Van Anden and Caverly put up the job in London on joint account, but Caverly was dumped while Van Anden kept all the spoils for himself. It was a shocking disregard of all the proprieties of respectable underwriting and financiering, and without doubt, reveal the true character of Van Anden as an underground dealer in wildcat insurance.—*The Vigilant*.

Long Term Insurance.

Long term policies induce negligence on the part of the companies in inspecting property. If it was forbidden to write insurance for a longer term than one year, and the company required to make an inspection of the property before the issue of the policy and each time that the policy is renewed, and that a record of such inspection be kept, showing the condition of the property and the name of the inspector, it is believed a healthy improvement would follow.—*Commissioner Merrill*.

Life Insurance Matters.

Insurance in force in the Commercial Alliance fell off over four millions last year. Only four regular life companies reporting to the New York insurance department suffered a decline in insurance in force last year. Only two reported a decrease in the number of policies in force.

* * *

The terminations by surrender in 1892 were \$92,663,678; in 1893 the surrenders footed up \$111,351,382, an increase which must be charged to the hard times. Life insurance helped these people out of a financial hole. Blessed be life insurance.

* * *

The lapses increased last year, too—from \$261,764,011 to \$290,939,614. But comparing previous years we find that the proportion of lapsed policies remains about the same.

* * *

The increase of surrenders began some time in 1892, and has been a noteworthy feature ever since. Still, life insurance is increasing in volume.

* * *

The percentage of policies terminated by death continues to be about 5, and is a little less for the last two years than for the previous two.

* * *

The amount of insurance written and refused, or more pleasantly classified as not taken, was \$216,145,940, or 21 per cent., against 17 per cent. in the previous year. Here again we see signs of the business depression of '93.

* * *

In net amount written in 1893 the New York Life stands at the "head of the class," with \$183,744,612 to its credit. The Equitable is next, with \$179,394,977; then the Mutual, with \$160,892,832. And the race goes on!

* * *

The Commercial Alliance wrote \$32,280,207 new business, and \$29,094,950 of that, or nearly all, was "not taken." The Commercial Alliance has had a mesalliance with a co-operative damsel, with the accent on both syllables.

* * *

Of the thirty-two companies submitting their figures to the New York insurance department, the twelve New York companies transact four-fifths of the new business, and their percentage of the "not taken" is not larger in proportion.

Over half of the new business written in 1893 was written by the three giant New Yorkers. Over half the assets of the thirty-two companies are in the possession of the three "big 'uns."

* * *

Of the \$971,857,223 assets, \$104,024,367 is invested in real estate, and \$4,746,400 in United States bonds. This reminds us that some time ago, when the federal secretary of the treasury announced an issue of \$50,000,000 of federal bonds for sale, a New York company offered to take \$2,000,000 worth of the bonds. As these bonds net only 3 per cent. interest, what is to be said in behalf of life insurance as an investment when a great life insurance company confesses its eagerness to invest \$2,000,000 at 3 per cent.?

* * *

The total of claims resisted is only \$824,098, and some of these are brought forward from previous years' business. Assuming that these resisted claims all grew out of last year's business, the percentage resisted is only a small fraction over one per cent. of the total claims. Making allowance for the leisure processes of the law, it is fair to assume that only half of the \$824,098 resisted claims were docketed last year, and that the percentage of resisted claims in life insurance in the United States is only half of one per cent.

* * *

The capital stock of seventeen companies—the other fifteen are mutuals—is \$8,570,500, on which the average dividend paid was a little over 9 per cent. The policyholders can't complain of this.

* * *

The average percentage of commissions to premiums was 14, as usual. The larger companies paid the following commissions:

| | |
|------------------------|-------------|
| Equitable | \$3,261,085 |
| Mutual | 5,243,319 |
| New York | 4,579,880 |
| Northwestern | 1,412,599 |

It should be borne in mind that these commissions are for renewals as well as for new business.

* * *

Geo. H. Ripley has resigned the presidency of the Home Life Insurance Company and is succeeded by Vice-president Geo. B. Ide. Wm. M. St. John, the former president of the Standard Fire, has been elected vice-president of the Home Life. Secretary Gladwin was re-elected.

The number of policies in force in the United States is about one to every ten voters.

* * *

The percentage of taxes and commissions and other expenses to assets remains at about 5.6.

* * *

The insurance in force is \$192,706,839, a gain of twelve millions, against eighteen millions in 1892.

* * *

The premium income shows a gain of twelve millions, against a gain of eighteen millions in the previous year.

* * *

In thirty-five years the life insurance companies have paid in taxes and commissions and other expenses nearly six hundred millions, or 18 per cent. of the income. In these thirty-five years the companies have paid to policyholders nearly two billions of dollars.

* * *

Miles Dawson has contributed a paper on "American Life Insurance Methods" to the March Annals of American Academy of Political and Social Science (Phila.) Mr. Dawson attempts to show that the "methods" of insurance are really very simple.

* * *

The Australian Mutual Provident will at the end of this year value its policies at a rate of $3\frac{3}{4}$ per cent. interest. Five years later $3\frac{1}{2}$ per cent. will be assumed. From '84 to '91, says Manager Teece, the percentage of profit by loading was $23\frac{1}{2}$, and from interest $42\frac{1}{2}$.

* * *

The increase in assets last year was sixty-eight millions; the increase in surplus was only two-and-one-half millions, which was a much lower increase than the average. The life insurance companies felt the depreciation of values in this respect. The income increased nearly fourteen millions, or about 6 per cent.

* * *

Another physician told this story: "When my boy was four years old he saw me percussing an applicant's chest. The next day I took him to the Zoological Garden, and we passed through the monkey house and saw two monkeys sitting opposite so each other, and one was busily engaged in picking the livestock off the other's breast. Turning to me he said: 'Oh, papa, look at that monkey examining the other monkey for life insurance.'"

Here is a specimen of English as "she is wrote" in an Australian newspaper:

"Mr. Teece found that, contrary to the experience of other countries, the *mortality among women at the child-bearing ages was less than among men*, the risk of death in childbirth being found here less than that among men, probably from accidents or other causes."

* * *

Life Agents Codex, N. Y. Spectator Co., \$1.50, bound in flexible leather covers. This book is divided into three parts, to-wit: agents and their duties; life insurance, different policies, tables, etc.; and third, a synopsis of the conditions, requirements and benefits attaching to the various forms of policies issued by the different companies. The author announces that the Codex is chiefly intended for the use of beginners.

* * *

A speaker at a recent meeting of life underwriters said:

"Reports from twenty-two out of thirty-four local associations show the number of managers and general agents who are members is 495; number of managers and local agents who are not members, 208; number of agents employed by members of life associations, 4,590; number employed by non-members, 906."

And still rebate is not scotched. Has any of these associations lately said anything on the subject of high commissions? You can hear a pin drop.

* * *

The Cincinnati Life Underwriters' Association held a successful meeting last month. Sixty-eight gentlemen were present at the banquet. Do violence to your imagination for a moment and think of such a meeting in San Francisco.

Dr. John L. Davis, of the Union Central, spoke on "The Relation of Medical Director to Agent." After dwelling humorously on the sorrows of the medical men, he said:

"These are some of the duties pertaining to the office; and shall I say we sometimes make a mistake? That we are not always equal to emergencies I may infer from a letter received a day or two ago. The agent wrote tersely and clearly that if the medical director, instead of getting \$5,000 or \$10,000 for sitting on a cushion an hour or two a day, would go out and hustle insurance he would learn something. Well, I am sure he would. But the agent is wrong; the chair is not padded. The agent has had an applicant rejected, and life seems hardly worth living. "But I want to

tell him that no rejection is made hastily nor without careful study. And speaking for myself, I never decline a risk without a feeling of regret for both agent and applicant. More serious than a loss of commissions I feel it is to brand a man as rejected when wife and little ones depend on him for support. The single word deprives him, in most cases, forever from making this provision for his family, and his limited years preclude any extra effort to secure this by other means. To me—and I am sure to all medical directors—the most disagreeable and saddest duty in all our province is to sign our names after the word ‘declined.’

* * *

The Michigan supreme court (58 N. W. R. 496) holds that the life company cannot cancel without notifying the insured and offering to return the unearned premium. There was testimony to show that the policy had been canceled. The policy was returned to be changed for a quarterly payment. The first note (annual) was never paid. The insured never called for the policy. The agent had accepted the note, however, and had had the amount charged to his account. The company was held to be liable.

* * *

An Eastern general agent proposes the following plan for the cure of rebate:

“Any member of this association, coming into possession of evidence of rebating, which, in his best judgment, is strong enough to secure a conviction, may in the strictest confidence impart it to a legal detective, who shall be in the employ of the association only as occasion demands. Acting on this information, he shall make a thorough investigation and secure all the evidence possible. When complete, this shall immediately be placed directly and in confidence before an attorney of unquestioned standing, who shall be in the employ of the association only as occasion demands, and if the evidence thus secured is deemed sufficient under ordinary condition to secure conviction, the attorney, without in any way consulting with the association or any member, shall at once proceed to the very best of his ability to prosecute the alleged offender to the free extent of the law. It is further suggested that aside from regular compensation, additional stimulus might be secured by the offer of a tempting bonus for every case of final conviction, the bonus to be divided between the attorney and legal detective in shares of two-thirds and one-third respectively.”

San Francisco Losses.

The fire insurance losses in San Francisco for the past twelve years have been:

| | | | |
|----------------|------------|----------------|-----------|
| 1882 | \$ 337,846 | 1888 | \$626,043 |
| 1883 | 603,322 | 1889 | 355,493 |
| 1884 | 415,097 | 1890 | 865,759 |
| 1885 | 781,278 | 1891 | 567,982 |
| 1886 | 1,150,526 | 1892 | 680,060 |
| 1887 | 553,230 | 1893 | 678,851 |

The Orient and the Providence-Washington.

The Orient Insurance Company of Hartford and the Providence-Washington of Providence, R. I., have decided to discontinue business on this Coast under one management. The two companies were formerly represented in this field by Alfred Stillman, manager, and Geo. F. Ashton, assistant manager. About one year ago Mr. Stillman retired from the management and Mr. Ashton was appointed his successor.

Last month J. B. Branch, of the Providence-Washington, and James U. Taintor, of the Orient, visited this city, and after carefully looking at the situation as to losses and the constant growing expenses in this field decided to close the joint agency and operate in future independently. It is not out of place to state that the relations existing between the two companies and Mr. Ashton have been and are still of the pleasantest nature.

THE ORIENT.

Mr. Taintor, after considering numerous applications for the agency, decided to place the Orient in the hands of W. J. Callingham, of the Scottish Union and National. This appointment is an excellent one. With his extensive agency organization, his popularity with the local, and conservative underwriting, Mr. Callingham will, we have no doubt, give the Orient the volume and quality of business which will show favorable balances from year to year.

PROVIDENCE-WASHINGTON.

Secretary Branch, of the Providence-Washington, had he remained here months could not have dropped his agency in a more fitting place than with Butler & Haldan. This is one of the oldest insurance firms in the city, and represents that great corporation, the Phoenix of London. The firm had a place for another good company, and the Providence-Washington seems to fit in. With the splendid agency organization and the control of a large surplus business, the Providence-Washington will fare well under the new management.

American Life Insurance Companies' Aggregates for a Third of a Century — 1859-1891.

| Year. | Companies. | Resources. | | | Business. | |
|------------------|------------|--------------|--------------|-------------|-----------------|-----------------|
| | | Assets. | Liabilities. | Surplus. | Income. | Expenditures. |
| 1859 | 14 | \$20,636,085 | \$15,464,936 | \$5,071,149 | \$5,230,445 | \$2,634,143 |
| 1860 | 17 | 24,115,687 | 17,159,873 | 6,955,814 | 5,998,144 | 2,908,936 |
| 1861 | 17 | 26,070,397 | 18,278,402 | 8,391,995 | 6,292,416 | 3,638,481 |
| 1862 | 18 | 30,123,332 | 23,791,459 | 6,331,873 | 7,440,491 | 3,759,153 |
| 1863 | 22 | 37,838,190 | 28,655,154 | 9,173,036 | 10,624,986 | 5,764,043 |
| 1864 | 27 | 49,027,297 | 34,718,231 | 14,309,066 | 10,163,138 | 7,021,649 |
| 1865 | 30 | 64,232,123 | 40,341,499 | 17,890,624 | 24,587,020 | 10,595,355 |
| 1866 | 39 | 91,587,028 | 65,588,523 | 25,998,605 | 40,375,666 | 17,176,666 |
| 1867 | 43 | 125,543,951 | 88,597,422 | 36,951,529 | 56,481,997 | 26,325,213 |
| 1868 | 55 | 175,262,330 | 135,806,958 | 39,455,372 | 77,382,158 | 40,959,021 |
| 1869 | 70 | 209,097,445 | 180,932,859 | 43,164,586 | 93,507,319 | 54,471,576 |
| 1870 | 71 | 269,520,444 | 221,160,702 | 48,359,739 | 105,026,148 | 63,876,840 |
| 1871 | 68 | 302,558,199 | 254,551,781 | 48,006,418 | 113,490,562 | 77,536,280 |
| 1872 | 59 | 335,168,543 | 288,327,107 | 46,841,436 | 117,306,029 | 79,207,257 |
| 1873 | 56 | 360,140,684 | 311,550,928 | 48,589,756 | 118,396,502 | 84,501,446 |
| 1874 | 50 | 387,281,897 | 328,392,552 | 58,889,345 | 115,730,714 | 81,232,333 |
| 1875 | 45 | 403,142,982 | 342,330,253 | 60,812,029 | 108,945,684 | 79,862,466 |
| 1876 | 38 | 407,426,333 | 346,279,780 | 61,126,553 | 96,358,583 | 76,618,183 |
| 1877 | 34 | 406,420,591 | 334,816,493 | 61,604,098 | 86,162,144 | 72,128,070 |
| 1878 | 34 | 404,079,145 | 339,585,627 | 64,493,518 | 80,462,999 | 68,858,363 |
| 1879 | 34 | 411,353,353 | 341,762,745 | 69,590,610 | 77,700,403 | 68,858,363 |
| 1880 | 34 | 428,332,871 | 355,805,939 | 72,526,932 | 77,403,445 | 66,317,859 |
| 1881 | 30 | 429,534,655 | 356,967,194 | 72,537,460 | 79,820,513 | 65,484,687 |
| 1882 | 30 | 440,623,347 | 372,850,956 | 76,751,391 | 85,070,134 | 66,242,344 |
| 1883 | 29 | 471,808,930 | 397,507,827 | 80,298,093 | 92,562,763 | 71,743,558 |
| 1884 | 29 | 491,487,710 | 409,676,528 | 81,811,191 | 96,974,776 | 76,632,088 |
| 1885 | 29 | 523,664,678 | 430,915,191 | 92,749,486 | 105,527,664 | 80,259,549 |
| 1886 | 29 | 560,125,360 | 458,862,932 | 101,262,427 | 116,061,315 | 83,319,066 |
| 1887 | 29 | 595,679,478 | 523,251,812 | *72,427,666 | 130,657,525 | 93,447,289 |
| 1888 | 29 | 641,747,870 | 562,390,842 | 79,357,028 | 147,024,431 | 103,369,145 |
| 1889 | 30 | 666,943,722 | 610,108,695 | 86,745,026 | 168,184,909 | 114,593,359 |
| 1890 | 30 | 753,228,759 | 664,489,398 | 88,739,362 | 187,424,959 | 126,053,529 |
| 1891 | 29 | 819,402,852 | 723,045,945 | 96,356,907 | 201,931,425 | 135,792,048 |
| Totals, 33 years | | | | | \$2,858,209,397 | \$2,015,297,389 |

—*Four per cent. basis, beginning with the year 1887.

| Year. | Companies. | Account with Policyholders. | | | | |
|------------------|------------|-----------------------------|-----------------------------------|---|-----------------------------|----------------------------------|
| | | Received from Premiums. | Losses, Endowments and Annuities. | Lapsed, Surrendered and Purchased Policies. | Dividends to Policyholders. | Total Payments to Policyholders. |
| 1859 | 14 | \$3,970,125 | \$1,310,616 | \$129,450 | \$416,724 | \$1,856,790 |
| 1860 | 17 | 4,770,346 | 1,360,000 | 213,954 | 497,848 | 2,101,802 |
| 1861 | 17 | 4,913,391 | 1,474,005 | 665,341 | 637,522 | 2,776,858 |
| 1862 | 18 | 5,742,448 | 1,705,610 | 468,235 | 627,574 | 2,801,419 |
| 1863 | 22 | 8,503,909 | 2,305,892 | 361,830 | 1,031,939 | 3,699,661 |
| 1864 | 27 | 13,181,974 | 3,130,959 | 407,754 | 1,036,912 | 4,581,523 |
| 1865 | 30 | 21,598,317 | 4,125,442 | 691,382 | 1,475,212 | 6,292,036 |
| 1866 | 39 | 35,825,006 | 6,428,472 | 1,226,856 | 2,532,477 | 10,187,805 |
| 1867 | 43 | 50,385,146 | 8,253,003 | 2,067,782 | 6,183,624 | 16,504,409 |
| 1868 | 55 | 67,835,325 | 11,058,686 | 3,762,735 | 11,707,663 | 27,529,084 |
| 1869 | 70 | 86,053,155 | 15,692,831 | 5,148,900 | 15,733,862 | 36,575,593 |
| 1870 | 71 | 90,298,266 | 19,522,712 | 9,616,988 | 15,809,557 | 44,949,257 |
| 1871 | 68 | 96,710,877 | 28,773,041 | 13,263,390 | 14,624,608 | 56,661,089 |
| 1872 | 59 | 96,602,683 | 25,672,380 | 13,922,009 | 20,077,999 | 56,672,388 |
| 1873 | 56 | 96,000,089 | 27,232,435 | 16,666,594 | 22,938,235 | 66,804,264 |
| 1874 | 50 | 89,434,996 | 25,797,860 | 22,453,955 | 16,617,018 | 66,868,833 |
| 1875 | 45 | 83,788,511 | 27,174,631 | 20,414,574 | 17,900,605 | 65,480,810 |
| 1876 | 38 | 72,056,608 | 25,607,850 | 21,354,376 | 16,187,128 | 63,109,354 |
| 1877 | 34 | 62,933,600 | 26,103,286 | 21,552,318 | 15,397,370 | 60,652,974 |
| 1878 | 34 | 57,236,335 | 29,153,226 | 17,098,904 | 14,637,449 | 60,886,669 |
| 1879 | 34 | 53,728,955 | 31,684,522 | 12,207,823 | 13,479,613 | 57,371,958 |
| 1880 | 34 | 53,972,388 | 30,032,174 | 9,923,026 | 13,171,992 | 53,127,192 |
| 1881 | 30 | 53,379,248 | 31,068,140 | 8,947,354 | 12,579,151 | 52,144,649 |
| 1882 | 30 | 60,504,274 | 29,826,874 | 9,255,077 | 13,555,105 | 52,637,056 |
| 1883 | 29 | 67,322,119 | 33,804,306 | 8,837,857 | 13,417,464 | 56,149,627 |
| 1884 | 29 | 72,016,264 | 35,602,544 | 9,503,530 | 13,043,498 | 58,149,572 |
| 1885 | 29 | 78,513,171 | 38,624,822 | 9,630,269 | 12,963,660 | 61,218,751 |
| 1886 | 29 | 88,726,014 | 38,276,390 | 9,433,378 | 13,218,286 | 60,928,054 |
| 1887 | 29 | 100,584,162 | 42,827,054 | 10,413,879 | 14,852,624 | 68,093,557 |
| 1888 | 29 | 114,359,529 | 48,569,064 | 11,234,569 | 14,324,827 | 74,129,360 |
| 1889 | 30 | 133,162,864 | 53,081,834 | 12,240,142 | 13,951,690 | 79,273,666 |
| 1890 | 30 | 149,553,949 | 58,608,615 | 13,827,225 | 14,271,500 | 86,707,340 |
| 1891 | 29 | 162,624,444 | 62,731,496 | 16,230,891 | 13,991,225 | 92,953,612 |
| Totals, 33 years | | \$2,239,289,728 | \$827,677,376 | \$310,349,437 | \$372,891,961 | \$1,509,921,824 |

| Year. | Companies. | Policies in force. | | Policies Issued. | | Miscellaneous. | | | |
|----------------------------|------------|--------------------|---------------|------------------|----------------------|-------------------------------|--|-------------|----------------------------|
| | | No. | Insurance. | No. | Amount of Insurance. | Income from Investments, etc. | Taxes, Commissions and other Expenses. | Capital. | Dividends to Stockholders. |
| 1859 | 14 | 49,608 | \$141,497,978 | 9,261 | \$30,058,408 | \$1,260,320 | \$763,237 | \$1,575,000 | \$14,113 |
| 1860 | 17 | 50,046 | 163,703,455 | 12,639 | 35,589,934 | 1,227,798 | 744,801 | 2,121,200 | 62,336 |
| 1861 | 17 | 57,202 | 164,250,052 | 9,563 | 24,978,444 | 1,379,025 | 792,100 | 2,118,000 | 69,537 |
| 1862 | 18 | 61,252 | 183,962,577 | 17,430 | 43,471,429 | 1,698,043 | 871,867 | 2,310,000 | 85,879 |
| 1863 | 22 | 98,095 | 267,658,677 | 35,224 | 89,812,093 | 2,121,017 | 1,935,011 | 2,653,500 | 129,312 |
| 1864 | 27 | 146,729 | 395,703,058 | 59,198 | 155,803,897 | 2,981,164 | 2,299,142 | 3,134,200 | 141,182 |
| 1865 | 30 | 209,392 | 580,882,253 | 86,261 | 245,427,057 | 3,288,703 | 4,025,619 | 3,498,200 | 577,700 |
| 1866 | 39 | 305,390 | 805,105,877 | 134,300 | 404,510,474 | 4,550,660 | 6,770,335 | 4,790,600 | 118,526 |
| 1867 | 43 | 401,140 | 1,161,729,776 | 158,605 | 471,611,744 | 6,096,851 | 9,480,443 | 4,577,600 | 340,361 |
| 1868 | 55 | 537,594 | 1,528,984,685 | 201,922 | 579,057,371 | 9,546,833 | 13,789,689 | 8,387,768 | 640,248 |
| 1869 | 70 | 656,572 | 1,836,617,819 | 231,269 | 614,762,420 | 12,454,164 | 17,278,478 | 9,876,364 | 617,505 |
| 1870 | 71 | 747,807 | 2,023,884,955 | 237,180 | 587,863,236 | 14,727,882 | 18,349,431 | 10,519,484 | 578,152 |
| 1871 | 68 | 785,360 | 2,101,461,834 | 209,753 | 488,655,022 | 16,779,685 | 20,242,707 | 10,898,359 | 632,564 |
| 1872 | 59 | 804,444 | 2,114,742,591 | 201,366 | 489,924,857 | 20,703,346 | 18,006,861 | 9,667,416 | 528,008 |
| 1873 | 56 | 817,081 | 2,086,027,178 | 199,050 | 465,614,001 | 22,396,413 | 17,208,266 | 9,313,456 | 452,976 |
| 1874 | 50 | 799,534 | 1,997,236,230 | 144,783 | 351,803,670 | 26,297,518 | 15,986,881 | 7,277,000 | 376,619 |
| 1875 | 45 | 774,625 | 1,922,043,146 | 133,095 | 299,276,337 | 24,856,773 | 14,128,594 | 5,746,700 | 364,062 |
| 1876 | 38 | 706,179 | 1,735,995,190 | 99,036 | 232,665,489 | 24,301,885 | 13,174,419 | 5,176,500 | 334,410 |
| 1877 | 34 | 633,096 | 1,556,105,323 | 81,909 | 178,283,617 | 23,228,454 | 13,327,565 | 4,866,500 | 356,785 |
| 1878 | 34 | 612,843 | 1,480,921,223 | 67,040 | 156,501,129 | 23,226,664 | 10,992,051 | 4,950,500 | 249,350 |
| 1879 | 34 | 595,486 | 1,439,961,105 | 67,399 | 167,865,390 | 23,972,348 | 11,208,133 | 5,162,900 | 278,272 |
| 1880 | 34 | 608,681 | 1,475,994,672 | 72,267 | 148,596,335 | 23,431,057 | 12,951,312 | 5,100,500 | 339,355 |
| 1881 | 30 | 627,385 | 1,540,089,680 | 80,929 | 222,282,443 | 23,441,265 | 13,089,418 | 3,050,500 | 250,624 |
| 1882 | 29 | 661,458 | 1,637,648,872 | 91,945 | 257,517,216 | 24,565,860 | 13,338,788 | 3,534,087 | 266,500 |
| 1883 | 29 | 705,659 | 1,763,730,015 | 110,302 | 308,064,893 | 25,240,641 | 15,295,264 | 4,290,500 | 298,697 |
| 1884 | 29 | 750,713 | 1,870,745,521 | 127,965 | 321,310,170 | 24,958,112 | 18,153,435 | 4,290,500 | 329,091 |
| 1885 | 29 | 814,691 | 2,023,517,488 | 156,214 | 378,214,523 | 27,014,693 | 19,040,797 | 4,295,500 | 325,531 |
| 1886 | 29 | 848,481 | 2,222,413,050 | 151,102 | 448,514,242 | 28,234,401 | 21,066,540 | 4,290,500 | 324,501 |
| 1887 | 29 | 929,853 | 2,474,507,120 | 174,675 | 531,170,783 | 30,973,563 | 25,031,100 | 4,558,500 | 322,632 |
| 1888 | 29 | 1,021,631 | 2,761,577,128 | 204,365 | 631,731,701 | 32,669,902 | 28,905,877 | 4,558,500 | 333,906 |
| 1889 | 30 | 1,139,804 | 3,144,677,311 | 249,297 | 786,096,741 | 35,021,835 | 34,898,166 | 5,108,500 | 331,525 |
| 1890 | 30 | 1,272,895 | 3,542,955,751 | 285,797 | 880,711,283 | 37,871,009 | 37,871,009 | 5,099,550 | 329,407 |
| 1891 | 29 | 1,400,007 | 3,861,584,383 | 323,433 | 928,250,338 | 39,306,980 | 42,350,371 | 6,040,500 | 488,662 |
| Totals, 33 years | | | | 4,423,574 | \$11,956,796,727 | | \$493,267,643 | | 10,687,721 |

High Commissions Responsible.

Of the anti-rebate law and of rebating, Commissioner Mansfield of Connecticut, says in his annual report :

"It is very difficult to obtain evidence sufficient to prove a violation of this law. I believe, however, that it is violated altogether too often, and here again I should be glad to prosecute, or assist in the prosecution of any case within the purview of this statute. In the wild rush for business which prevails at this time the temptations to violate this law are many, and if it be true, as is generally supposed, that the commission or compensation paid to agents is excessive, the opportunities for such conduct are not far to seek. Discounts on premiums, dating policies ahead of their actual date of issue, writing for amounts afterwards reduced, are among some of the ways used to secure insurance, and must not be encouraged. And while it may seem to some that the State has exceeded its proper jurisdiction in legislating on this point, the law is nevertheless in force and cannot be taken out of the limits of constitutional legislation except by the courts. Neither is the law so seemingly unjust, for it must be remembered that

there is present here what does not characterize a contract between individuals, the execution of a trust for the benefit of many, and companies and agents alike, as has been often said, are the executors of that trust, and should administer it impartially for all.

Far Western Fire Business.

The totals by states in 1893, as reported to the Coast Review, were as follows:

| | Premiums. | Losses Incurred. |
|------------------|-------------|------------------|
| California . . . | \$6,782,158 | *\$2,668,721 |
| Colorado . . . | 1,461,779 | 830,601 |
| Washington . . | 1,289,637 | 711,163 |
| Oregon | 893,776 | 376,807 |
| Montana . . . | 528,596 | 191,675 |
| Utah | 187,748 | 165,886 |
| Idaho | 159,848 | 183,348 |
| Arizona | 109,009 | 56,275 |
| Nevada | 102,803 | 59,126 |
| New Mexico . . | 80,488 | 88,458 |
| Wyoming . . . | 58,941 | 36,715 |
| Alaska | 30,749 | 3,330 |
| Brit. Columbia | 59,550 | 16,219 |
| Hawaii | 46,268 | 11,418 |

* Losses paid. Losses incurred were about \$2,900,000, or some 43 per cent. of the premiums.

American Life Insurance Companies' Figures, Ten-Year Periods. Thirty-five Years' Totals—1860-1893.

COMPILED BY THE COAST REVIEW FROM STATEMENTS FILED WITH NEW YORK INSURANCE DEPARTMENT

| Year. | Companies. | Resources. | | | Business. | |
|-----------------------------|------------|-------------|--------------|-------------|-----------------|-----------------|
| | | Assets. | Liabilities. | Surplus. | Income. | Expenditures |
| 1860 | 17 | 24,115,687 | 17,159,873 | 6,955,814 | 5,998,144 | 2,908,936 |
| 1870 | 71 | 269,520,441 | 221,160,702 | 48,359,739 | 105,026,148 | 63,876,840 |
| 1880 | 34 | 428,332,871 | 355,805,939 | 72,526,932 | 77,493,445 | 66,317,859 |
| 1890 | 30 | 753,228,759 | 664,489,398 | *88,739,362 | 187,424,959 | 126,653,529 |
| 1891 | 29 | 819,402,852 | 723,045,945 | 96,356,907 | 201,931,425 | 135,792,048 |
| 1892 ¹ | 31 | 903,734,537 | 789,674,017 | 114,060,520 | 223,024,998 | 152,890,333 |
| 1893 | 32 | 971,857,224 | 855,308,038 | 116,549,186 | 236,683,205 | 166,540,314 |
| Totals, 35 years | | | | | \$3,317,917,600 | \$2,334,728,036 |

—*Four per cent. basis, beginning with the year 1887.

—¹1892 and 1893 figures include the assets, liabilities and surplus of industrial companies.

| Year. | Companies. | Account with Policyholders. | | | | |
|-----------------------------|------------|-----------------------------|--|---|-----------------------------|----------------------------------|
| | | Received from Premiums. | Losses, Endowments and Annuities Paid. | Lapsed, Surrendered and Purchased Policies. | Dividends to Policyholders. | Total Payments to Policyholders. |
| 1860 | 17 | 4,770,346 | 1,360,000 | 243,954 | 497,848 | 2,101,802 |
| 1870 | 71 | 90,298,266 | 19,522,712 | 9,616,988 | 15,809,557 | 44,949,257 |
| 1880 | 34 | 53,972,388 | 39,032,174 | 9,923,026 | 13,171,992 | 53,127,192 |
| 1890 | 30 | 149,553,949 | 58,608,615 | 13,827,225 | 14,271,500 | 86,707,340 |
| 1891 | 29 | 162,624,444 | 62,731,496 | 16,230,891 | 13,991,225 | 92,953,612 |
| 1892 ¹ | 31 | 180,608,156 | 72,576,866 | 15,658,759 | 14,386,193 | 102,621,820 |
| 1893 | 32 | 192,706,839 | 75,993,820 | 19,839,418 | 14,823,176 | 110,566,414 |
| Totals, 35 years | | \$2,612,602,723 | \$976,158,662 | \$345,847,614 | \$402,101,332 | \$1,723,110,958 |

| Year. | Companies. | Policies in Force. | | Policies Issued. | | Miscellaneous. | | | |
|----------------------------|------------|--------------------|---------------|------------------|----------------------|-------------------------------|--|-------------|----------------------------|
| | | No. | Insurance. | No. | Amount of Insurance. | Income from Investments, etc. | Taxes, Commissions and other Expenses. | Capital. | Dividends to Stockholders. |
| 1860 | 17 | 56,046 | 163,703,455 | 12,639 | \$35,589,934 | \$1,227,798 | \$744,801 | \$2,121,200 | \$62,336 |
| 1870 | 71 | 747,807 | 2,023,884,955 | 237,180 | 587,863,236 | 14,727,882 | 18,349,431 | 10,519,484 | 578,152 |
| 1880 | 34 | 608,681 | 1,475,994,672 | 72,267 | 148,596,335 | 23,431,057 | 12,951,312 | 5,100,500 | 339,355 |
| 1890 | 30 | 1,272,893 | 3,542,935,751 | 285,797 | 880,711,283 | 37,871,009 | 37,871,009 | 5,099,550 | 329,407 |
| 1891 | 29 | 1,400,007 | 3,861,584,383 | 323,433 | 928,256,338 | 39,306,980 | 42,350,371 | 6,040,500 | 488,662 |
| 1892 | 31 | 1,534,241 | 4,201,619,793 | 348,580 | 947,804,283 | 42,416,841 | 49,665,728 | 7,407,700 | 602,782 |
| 1893 | 32 | 1,671,039 | 4,511,036,550 | 398,936 | 1,052,403,648 | 43,976,366 | 55,205,335 | 8,570,500 | 768,502 |
| Totals, 35 years | | | | 5,171,110 | \$13,937,004,658 | | \$598,140,706 | | 12,059,665 |

Sydney.

T. T. Allen, lately occupying a position with the Alliance, has succeeded Mr. Holland as manager of the British and Colonial. Mr. A. has always been popular among officers and managers here, and it is hoped that this rise in position will be of pecuniary benefit to him and to his company. . . . J. St. Vincent Welch, of the Commercial Union, has been elected a member of the Sydney fire brigade board, as "foreign" representative. Walter Church has been re-elected to the same position as "local" representative. . . . The annual cricket match between the insurance managers

of Sydney is now an established institution, as well as that for the junior officers of the companies. Good feeling and fellowship are promoted by these matches. There was a slight rain. The wetting (outwards and inwards) the visitors cheerfully underwent, will, it is hoped, serve to moisten the gummy stiffness which envelopes business life and competition, and make them stick together well in the future. Speeches were made, at the dinner, by J. St. Vincent Welch, secretary Commercial Union, W. H. Rowsell, manager Lion Fire, and by others present. . . . The Standard F. & M. of New Zealand reports

£87,742 income and £71,773 outgo, leaving a balance of £15,969. Dividends at the rate of 7½ per cent. were paid. . . . The New Zealand reports an available balance at profit and loss account, Nov. 30, of £59,203, from which the directors recommend the following appropriations: dividends of 12½ per cent.; bonus of 6d per share, etc.; balance to be carried forward, £19,203. . . . The balance sheet of the City Mutual Fire for the year ending December 31, 1893, shows a balance, after providing for all unadjusted losses, of £6,656. £1,425 bonuses to policyholders were paid. . . . In the future, male and female risks will be accepted on equal terms by the Australian Mutual Provident. The standard of valuation will be increased on the basis of 3¼ per cent. interest instead of 4.

The committee of the Sydney Underwriters' Association have been considering again the question of altering their present constitution and registering the same as a limited liability company.

The liability is at present very undefined, but during the past twenty years or more it has suffered nothing thereby; everything has worked smoothly.

Some underwriters apparently wish to develop the present association more into a salvage company, to which there are several grave objections:

1st. They cannot part with the present plant and property of the association or alter the constitution without the consent of *all* the partners, or at least paying them their share thereof, if they decline and letting them stand out.

2nd. The present partners in the association are insurance companies represented by their managers or agents, but the companies could not be registered as shareholders in a limited salvage company. It is doubtful if they could do so in terms of the articles of association of their companies in many instances.

3rd. The present association was formed to provide members with sure and prompt information as to the character of vessels entering and leaving the port, and to work together for protection of the local interests of underwriters, and the frequent dispatch of their marine surveyor up and down the Coast on salvage operations was hardly contemplated. The surveyor's presence is required always in port to watch daily the stowage and discharge of cargo, and, if a vessel is in dock to make a report on her condition.

4th. If it is desirable to undertake salvage operations, they would be carried out on a

better basis by a distinct salvage association, with an adequate subscribed capital and a proper staff and equipment of plant. Underwriters, directors of marine companies, ship-chandlers, steamship owners, would no doubt readily find the money for such a salvage company. There is an equally useful and distinct work for an underwriters' association, and it would be wiser to let well alone.

Fire Notes.

The Massachusetts insurance department recommends the creation of the office of state fire marshal.

The Standard reports a decrease of ten millions in losses for the first quarter of 1894 as compared with same months in 1893.

The "Insurance" weekly congratulates the Fresno Expositor editor on the possession of a level head because he writes sensibly on insurance matters. The explanation is, the Fresno Expositor exchanges with The Coast Review.

Commissioner Merrill, in the Massachusetts report, recommends that the bicycle be tested as an addition to fire departments. With a small chemical engine and a light axe a trained bicyclist on his "wheel" could reach a fire in the outlying districts several minutes before the ordinary steam engine could be got there.

The executive committee of the Texas Fire Underwriters' Association has ordered the application of the equitable co-insurance and contribution clause in first-class cities throughout Texas. The local board of Galveston adopted resolutions against the clause. Forty-seven insurance companies out of the sixty-nine, represented by agencies in Galveston, have instructed their agents to incorporate the clause.

The Legislature of Utah has recently established non-partisan boards of fire commissioners for cities of 12,000 inhabitants and over. Four members of different political parties constitute each board, two to be appointed by the mayor and two by the council. The board will have entire control and supervision over the fire departments, with the power to make all appointments. The chief appointed by the board shall hold the position during good behavior, and cannot be removed except for cause after a public hearing. The firemen must turn out and help the police quell a riot if called upon by the mayor, and they will have the same powers as policemen.

Life Insurance Companies on the Pacific Coast.—Figures from the N. Y. Insurance Report.

| Name. | Com- menced. | Capital. | Assets Dec. 31, 1893. | Surplus Dec. 31, 1893. | Income in 1893 | Writ'n in 1893 | Not Taken. | Am't in Force Dec. 31, 1893. |
|---------------------|-----------------|-----------|--------------------------|---------------------------|----------------|----------------|------------|---------------------------------|
| Pacific Mutual | 1868 | \$100,000 | \$2,711,424 | \$89,625 | \$ 986,660 | \$ 2,952,339 | \$ 479,225 | \$13,725,832 |
| Ætna Life | 1850 | 1,500,000 | 39,981,531 | 6,278,980 | 6,600,681 | 23,381,374 | 5,403,203 | 135,450,723 |
| Connecticut Mutual | 1846 | | 61,348,887 | 7,197,933 | 7,776,133 | 10,610,485 | 890,000 | 156,094,408 |
| Equitable Life | 1859 | 100,000 | 166,297,408 | 29,685,533 | 42,022,605 | 205,280,227 | 25,885,250 | 932,532,357 |
| Germania | 1850 | 200,000 | 18,689,858 | 1,187,927 | 3,725,343 | 13,016,063 | 2,805,837 | 68,585,382 |
| Home Life | 1860 | 125,000 | 8,246,604 | 1,174,986 | 1,869,338 | 13,245,619 | 4,432,780 | 39,224,329 |
| Manhattan Life | 1851 | 100,000 | 13,462,361 | 762,362 | 2,276,652 | 17,840,268 | 5,016,284 | 69,294,479 |
| Massachusetts | 1851 | | 14,480,480 | 1,023,717 | 3,554,085 | 19,742,615 | 4,819,250 | 84,766,069 |
| Mutual Benefit | 1845 | | 53,325,697 | 3,582,062 | 9,056,210 | 29,032,764 | 3,800,802 | 202,276,759 |
| National Life | 1843 | | 184,935,600 | 15,748,268 | 41,953,145 | 121,436,850 | 5,534,018 | 802,867,178 |
| New England Mutual | 1850 | | 9,880,656 | 1,107,244 | 2,791,592 | 12,519,496 | 1,171,620 | 61,632,613 |
| New York Life | 1843 | | 23,115,225 | 1,627,593 | 4,166,171 | 9,614,040 | 1,283,000 | 92,426,011 |
| Northwestern Mutual | 1857 | | 18,700,781 | 1,792,639 | 33,863,616 | 228,417,114 | 41,673,802 | 779,156,678 |
| Penn. | 1858 | | 64,012,297 | 17,925,635 | 31,863,508 | 52,143,471 | 7,895,358 | 123,152,917 |
| Phoenix | 1851 | | 22,556,668 | 2,149,926 | 6,139,334 | 8,789,868 | 4,798,680 | 124,087,718 |
| Provident Savings | 1875 | 100,000 | 10,123,390 | 562,488 | 1,612,334 | 8,269,895 | 2,121,693 | 33,687,423 |
| Travelers | 1860 | 100,000 | 14,423,140 | 621,195 | 2,133,147 | 23,667,398 | 2,802,500 | 83,101,523 |
| Union Central | 1867 | 100,000 | 13,486,281 | 993,688 | 2,744,021 | 23,667,667 | 4,975,667 | 79,995,864 |
| Union Mutual | 1840 | | 10,933,707 | 1,032,981 | 3,397,885 | 21,432,491 | 1,210,933 | 77,874,751 |
| Washington | 1860 | 125,000 | 6,442,524 | 222,474 | 3,261,930 | 9,235,766 | 1,221,544 | 38,914,446 |
| | | | 12,581,849 | 391,524 | 2,719,699 | 8,423,647 | 1,313,691 | 49,769,321 |

Nevada Life Business in 1893.

Equitable, 22 policies, \$53,322 risks written.
Home Life, 24 policies, \$102,800 risks written—\$7,806 premiums.

Mutual Life, 41 policies, \$73,000 risks written—\$27,813 premiums.

New York Life, 34 policies, \$138,500 risks written—\$26,455 premiums.

Pacific Mutual, 58 policies, \$169,500 risks written—\$1,786 premiums.

Provident Savings, 61 policies, \$95,000 risks written—\$1,393 premiums.

Travelers, 32 policies, \$199,333 risks written \$4,110 premiums.

Increased Life Insurance in Force.

| | |
|---------------------|--------------|
| New York Life | \$89,908,049 |
| Equitable Life | 81,570,332 |
| Mutual Life | 57,087,395 |
| Northwestern Mutual | 12,640,344 |
| Mutual Benefit | 6,578,662 |
| Provident Savings | 6,258,193 |
| Union Central | 6,031,203 |
| Manhattan | 3,022,940 |
| National, Vt. | 2,944,260 |
| Ætna Life | 2,672,257 |
| Union Mutual | 2,620,931 |
| New England Mutual | 1,569,922 |
| Home Life | 1,211,951 |

Northwestern Mutual Life Insurance Company.

Since organized in 1857 the Northwestern Mutual Life Insurance Company of Milwaukee, Wis., has paid to policyholders over sixty-seven millions of dollars. The company's payments to policyholders plus present assets are over twelve millions of dollars more than receipts from policyholders.

The thirty-sixth annual report of the Northwestern Mutual shows the following: Increase of surplus during 1893 \$1,891,072; increase of surplus in four years over 100 per cent. Average death rate in ten years, 0.946. Cash assets January 1, 1894, \$64,071,183, an increase of eight millions. Surplus, \$11,358,456.

The Pacific Coast representative of this great and growing company is Clarence M. Smith.

From the annual report of the company we cut the following:

The executive committee invite special attention to the character of the assets of the Northwestern, believing that no better or safer can be found. Not one dollar of stocks or speculative securities enters therein, and recent events have most fully exemplified the wisdom of the restrictions in that quarter

which absolutely prohibit such investments.

Not for many years, if ever, have the business interests of the country been so disturbed as during 1893. That which at first appeared to be simply a passing cloud rapidly spread and assumed such proportions that firms and corporations which had withstood the financial storms of years succumbed before it. Railroads, banks and manufacturing enterprises of every description failed in large numbers, and in many instances the value of the stock was greatly impaired if not wholly destroyed almost without warning. It is said that the failures of 1893 exceeded by 4000 those of any other year in the history of the country, and that during the year \$1,200,000,000 of the railroad property of the country was placed in the hands of receivers. However, it is most gratifying that no regular life insurance company failed, or even wavered in meeting its obligations during the year.

The following table will show the new business written during the last seven years:

| Year. | Amount. | Premium. |
|----------------|-----------------|----------------|
| 1887 | \$32,125,955.00 | \$1,322,152.66 |
| 1888 | 40,258,811.00 | 1,688,459.03 |
| 1889 | 48,058,079.00 | 2,084,053.99 |
| 1890 | 58,761,774.00 | 2,484,023.58 |
| 1891 | 64,605,382.00 | 2,643,714.49 |
| 1892 | 66,582,103.00 | 2,837,607.52 |
| 1893 | 48,677,771.00 | 2,140,381.15 |

Adding restorations, etc., as is done in the official reports of insurance commissioners, the amount of new business of the company written in 1893 was \$52,015,033.00.

Industrial Business.

The New York report gives some industrial insurance figures, as follows: Amount insured, \$645,826,515, a gain of \$81,000,000. Number of policies, 5,572,835, a gain of 565,000. The principal company engaged in industrial insurance is the Metropolitan Life of New York, which transacts over half of the total business done in the United States. The Pacific Mutual of San Francisco is now issuing industrial policies.

Bourne's Handy Assurance Directory.

William Schooling is now the editor of this standard publication. Published in London; price 2 s. 6 p. in paper, and one shilling extra for cloth binding. The figures of company reports are up to January 1, 1893. Opposite the names of some of the companies appears this entry: "Do not publish their accounts to the public." It is a queer public that gives such companies any business whatever. No wonder

that wildcats and Caverly and the Index flourish in England. The advertising pages, a valuable feature of the directory, contain such names as these: The Reversionary, which buys reversions and life interests or makes loans thereon; The Clergy, which is open to the clergy and their lay relations; The Rock, which makes a specialty of "leasehold sinking fund policies."

Legal Tender.

A mutual fire company cannot insure against other forms of damage. Minn. 656.

Any assignment of policy, to be valid and operative, must be with the knowledge and consent of the insurer.

Provision in standard policy that it shall be void if foreclosure proceedings are commenced cannot be waived verbally by agent.

When statements of the application are declared therein to be warranties, their untruth is a good defense, whether or not the applicant knew them to be untrue. 58 F. R. 940.

The Massachusetts supreme court recently decided that a foreign (or other state) company doing business unlawfully or without authority avoids a premium note given it for insurance effected in a state in which the company has not been qualified. The policy being delivered in Massachusetts, the insurance was effected there.

Fidelity and Casualty Business.

The New York report presents the following comparative figures:

| | 1892 | 1893 |
|---------------------|--------------|--------------|
| Companies | 13 | 18 |
| Assets | \$15,686,690 | \$16,112,607 |
| Capital | 6,304,600 | 6,629,600 |
| Premiums | 10,732,378 | 9,770,186 |
| Losses | 4,351,737 | 3,876,244 |

These figures indicate a general falling off in business—not a serious decline, but enough to show the effects of the business depression.

Plate Glass Insurance.

There are forty-three plate-glass insurance companies in Great Britain. Many of them do a local business only. The first glass insurance company was organized in 1852, the year following the "Crystal Palace" world's fair.

The capital of 112 joint-stock companies was reduced during the year 1893 \$709,000. The assets fell off \$2,105,370.

April Fires.

WASHINGTON.

| | |
|------------------------------|---------|
| 12. [March] Centralia, dwg: | |
| Continental | \$500 |
| 3. Cheney, fr dwg and furni: | |
| Home, N. Y. | \$120 |
| North British | 333 |
| 22. Bothel, saw mill: | |
| Liver'l & Lon. & Globe . . . | \$3,000 |
| London & Lancashire . . . | 3,128 |
| Prussian National | 1,000 |
| Niagara | 1,000 |
| Hamburg-Bremen | 1,000 |
| Palatine | 9,500 |
| German-American | 1,500 |
| Fireman's Fund | 2,000 |
| Rhode Island | 751 |
| Scottish Alliance | 500 |
| State of Pennsylvania . . . | 750 |
| Imperial | 1,000 |

Total \$25,129

| | |
|---|---------|
| 3. Elma, dwg and conts: | |
| Fireman's Fund | \$604 |
| 24. Everett, hhd furni: | |
| Phenix, Brooklyn | \$150 |
| 31. [March] Oaksdale, lodge furni: | |
| Manchester | \$100 |
| Palatine | 100 |
| 12. Kitsap co., dwg and conts: | |
| Hartford | \$1,000 |
| 21. [Jan.] Fairhaven, dry goods: | |
| Continental | \$520 |
| 25. Lincoln co., fr dwg and furni: | |
| Phenix, Brooklyn | \$565 |
| 10. Palouse, brk bldg and mdse: | |
| Imperial | \$100 |
| Fireman's Fund | 338 |
| 28. [March] Near Benton, King co., brk dwg: | |
| Atlas | \$4,540 |
| 14. Pullman, hhd furni and dwg: | |
| National, Hartford | \$ 350 |
| London & Lancashire . . . | 1,200 |
| 20. Spokane co., dwg and hhd furni: | |
| Phenix, Brooklyn | \$1,500 |
| 3. [March] Spokane, bldg and hardware: | |
| Palatine | \$ 142 |
| Atlas | 1,292 |
| National, Hartford | 2,155 |
| — Spokane, dwg: | |
| Traders | \$800 |
| 27. [March] Spokane, dwg and barn: | |
| Atlas | \$136 |
| 12. Spokane, stock boots and shoes: | |
| Norwich Union | \$310 |
| — Spokane, hhd furni: | |
| Home, N. Y. | \$2500 |

| | |
|--|---------|
| 16. [Mar.] Spokane, dwg: | |
| Continental | \$155 |
| 8. Seattle, fr dwg: | |
| Liver'l & Lon. & Globe . . . | \$350 |
| 25. Seattle, dwg: | |
| Etna | \$1,250 |
| 15. Seattle, dwg and conts: | |
| Transatlantic | \$700 |
| 27. Seattle, fr store and dwg: | |
| Westchester | \$800 |
| 31. [March] fr dwg and conts: | |
| North British | \$1,661 |
| 26. Seattle, dwg: | |
| Fireman's Fund | \$150 |
| 7. Tacoma, dwg: | |
| National, Ireland | \$260 |
| 7. Tacoma, fr dwg: | |
| Phenix, Hartford | \$340 |
| — Tacoma, bldg: | |
| Franklin | \$532 |
| 23. New Whatcom, bldg and mehy: | |
| Palatine | \$1,260 |
| 29. [March] Whitman co., dwg and barn: | |
| Scottish Union | \$500 |
| 23. Whitman co., dwg & barn: | |
| Hartford | \$325 |
| 22. Seattle, machinery: | |
| Northern | \$2,500 |
| Small losses | \$4,437 |
| Total Washington, \$59,730 | |

OREGON.

| | |
|--------------------------------------|---------|
| 25. East Portland, fr dwg and furni: | |
| Oakland Home | \$2,700 |
| 6. East Portland, saloon and dwg: | |
| Springfield | \$679 |
| 23. East Portland, electric cars: | |
| German-American | \$1,250 |
| Fire Association of Pa. . . | 1,500 |
| Fireman's Fund | 1,500 |
| — Portland, fr saloon and dwg: | |
| Alliance | \$500 |
| 24. Portland, fr dwg: | |
| Caledonian | \$100 |
| 6. Portland, fr store bldg: | |
| North British | \$400 |
| 6. Portland, saloon: | |
| Etna | \$900 |
| 11. Portland, dwg and conts: | |
| Scottish Union | \$250 |
| 30. Pendleton, fr hotel: | |
| Manchester | \$500 |
| 3. Corralis, fr barn: | |
| Phenix, Hartford | \$250 |
| Home, New York | 250 |
| 22. Union co., fr dwg and furni: | |
| American, Pa. | \$600 |
| 12. La Grande, brk bldg: | |
| • Fire Association, Pa. . . | \$130 |

| | |
|---------------------------------------|----------|
| 26. Independence, saw mill: | |
| Caledonian | \$ 500 |
| Manchester | 1,000 |
| Prussian National | 1,000 |
| Scottish Union | 1,000 |
| Delaware | 1,000 |
| Oakland Home | 1,000 |
| 7. Multnomah co., dwg and pool table: | |
| Home Mutual | \$631 |
| 24. [Dec.] Woodburn, bldgs: | |
| Prussian National | \$933 |
| Small losses | \$1,485 |
| Total Oregon | \$20,058 |

IDAHO.

| | |
|--|---------|
| 24. Blackfoot, lodging house: | |
| Northern | \$200 |
| 25. Blackfoot, brk bld, dwg, furn etc: | |
| Hartford | \$ 500 |
| Phenix, Brooklyn | 1,810 |
| American, Pa. | 600 |
| Pennsylvania | 600 |
| Orient | 247 |
| 27. [Feb.] Latah co., dwg and conts: | |
| Continental | \$953 |
| 6. Hartley, dwg and furni: | |
| Western | \$2,851 |
| 29. Coeur d'Allene, hhd furni: | |
| Phenix, Brooklyn | \$300 |
| 25. Challis, fr hotel and conts: | |
| Phenix, Hartford | \$1,000 |
| Home, N. Y. | 1,000 |
| 5. Kootenai co., fr dwg and furn: | |
| Caledonian | \$560 |
| 11. Moscow, gen'l fire: | |
| Palatine | \$431 |
| Western | 482 |
| Liver'l & Lon. & Globe . . . | 166 |
| Delaware | 500 |
| 15. Moscow, fr dwg and furni: | |
| Manchester | \$150 |
| 16. Moscow, fr bldg and hay: | |
| North British | \$1,045 |
| London & Lancashire . . . | 248 |
| Royal | 135 |
| 11. Moscow, fr bldg: | |
| Orient | \$431 |
| Small losses | \$1,082 |
| Total Idaho | 14,613 |

MONTANA.

| | |
|-------------------------------|--------|
| 4. Big Timber, saloon: | |
| Etna | \$500 |
| 9. Big Timber, gen'l fire: | |
| American, N. J. | \$ 850 |
| Manchester | 1,030 |
| Fire Association of Pa. . . | 1,278 |
| Caledonian | 840 |
| 29. [March] Big Timber, bldg: | |
| Atlas | \$500 |

| | |
|---|---------|
| 18. Deer Lodge, brk bldg: | |
| Hartford | \$3,000 |
| American Central | 6,000 |
| National, Hartford | 2,000 |
| Palatine | 4,000 |
| 25. Deer Lodge, brewery and conts: | |
| Home, N. Y. | \$1,500 |
| 10. Helena, bldg and genl mdse: | |
| Palatine | \$900 |
| 11. Helena, bldg: | |
| Fire Association of Pa | \$1,500 |
| 30. Helena, cigar and candy store: | |
| Transatlantic | \$700 |
| — Grass Range, bldg and mdse: | |
| Fireman's Fund | \$1,500 |
| 30. [March] Bonner, fr bldg and hhd furni: | |
| Phenix, Brooklyn | \$2,313 |
| Svea | 926 |
| 31. Gallatin, dwg and barns: | |
| Phenix, Brooklyn | \$750 |
| 23. Butte City, fr bldg: | |
| American, N. J. | \$175 |
| 28. [March] Big Timber, saloon: | |
| Scottish Union | \$100 |
| 12. [Feb.] Lewis & Clark co., log dwg: | |
| Oakland Home | \$100 |
| 17. Lewiston, fr bldg and gen'l mdse: | |
| Hartford | \$2,500 |
| 17. Great Falls, bldg and stock of wall paper: | |
| London & Lancashire | \$500 |
| Ætna | 750 |
| America, Pa. | 150 |
| Scottish Union | 200 |
| 12. Great Falls, fr dwg: | |
| Westchester | \$800 |
| 24. Butte, fr restaurant: | |
| Westchester | \$750 |
| Small losses | \$2,888 |
| Total Montana | 39,000 |

*
COLORADO.

| | |
|--|---------|
| 5. Denver, hhd furni: | |
| Svea | \$249 |
| 3. Denver, mdse: | |
| Palatine | \$1,200 |
| 6. Denver, fr dwg: | |
| Manchester | \$418 |
| 8. Denver, brk and stone bldg: | |
| Imperial | \$743 |
| 3. Denver, musical instruments; | |
| Manchester | \$330 |
| 30. [Mar.] Denver, mdse in brk bldg: | |
| North British | \$100 |
| 14. Grand Junction, fr bldg and mdse: | |
| North British | \$1,200 |
| 30. Loveland, blacksmith shop: | |
| Manchester | \$760 |

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|--|---------|
| 11. Leadville, mdse in fr bldg: | |
| North British | \$170 |
| Prussian National | 170 |
| 5. Leadville, dwg and furni: | |
| Palatine | \$200 |
| 3. Montrose, hotel: | |
| Atlas | \$2,500 |
| Imperial | 1,250 |
| Lion | 1,250 |
| 5. Telluride, fr female boarding house: | |
| National, Hartford | \$308 |
| Alliance | 350 |
| Small losses | \$ 895 |
| Total Colorado | 12,093 |

*
NEW MEXICO.

| | |
|-------------------------------|-------|
| 23. Los Vegas, stock liquors: | |
| Lion | \$400 |

*
ARIZONA.

| | |
|---------------------------------|----------|
| 11. [Jan.] Cochise co., dwg: | |
| Continental | \$938 |
| 17. Jerome, gen'l fire: | |
| Hamburg-Bremen | \$1,647 |
| Niagara | 447 |
| Insurance Co. of N. A. | 1,826 |
| Union of London | 2,700 |
| Phoenix, Hartford | 2,250 |
| Prussian, National | 447 |
| Ætna | 1,500 |
| Scottish Union | 1,500 |
| Providence-Washington | 2,150 |
| Orient | 1,150 |
| Total | \$14,467 |
| Total Arizona | \$15,405 |

*
WYOMING.

| | |
|-------------------------------|-------|
| 2. Cheyenne, mdse: | |
| Transatlantic | \$250 |
| 17. Cheyenne, store and dwgs: | |
| Atlas | \$142 |
| National, Ireland | 801 |

*
NEVADA.

| | |
|---------------------------|-------|
| 26. Wadsworth, fr dwg: | |
| German-American | \$300 |

*
UTAH.

| | |
|---|---------|
| 10. Weber co., bldg and mdse: | |
| Scottish Union | \$3,501 |
| 6. Big Cottonwood, brk dwg and barn: | |
| American, Pa. | \$100 |
| 5. Salt Lake City, mdse: | |
| National, Hartford | \$500 |
| 17. Salt Lake, dwg: | |
| London & Lancashire | \$750 |
| 20. Box Elder co., fr dwg and barn: | |
| American, Pa. | \$350 |

| | |
|--|---------|
| 8. Ogden, brk dwg: | |
| Girard | \$225 |
| 19. [Jan.] Utah co., dwg and conts: | |
| Continental | \$1,000 |
| 20. Salt Lake co., dwg and conts: | |
| Continental | \$410 |
| 15. Utah co., barn and conts: | |
| Continental | \$100 |
| 16. Wasatch, barn and conts: | |
| Continental | \$466 |
| Total Utah | \$7,402 |

*
BRITISH COLUMBIA.

| | |
|-----------------------------------|-----------|
| 27. [March.] Victoria, hhd furni: | |
| Continental | \$475 |
| Total outside territory | \$171,185 |

CALIFORNIA.

SAN FRANCISCO.

| | |
|--|---------|
| 26. [Feb.] Bazaar fire: | |
| Phoenix, London | \$1,300 |
| Continental | 147 |
| National, Ireland | 341 |
| Farragut | 1,500 |
| N. Y. Underwriters | 4,000 |
| New Zealand | 2,500 |
| Atlas | 3,841 |
| 3. Furniture: | |
| London & Lancashire | \$200 |
| Sun | 104 |
| 12. Fr dwg: | |
| Orient | \$250 |
| 2. Broom factory and Chinese tenements: | |
| Transatlantic | \$405 |
| Western | 121 |
| Springfield | 285 |
| 2. Fr dwg: | |
| Union, London | \$165 |
| 9. Fr bldg and furni: | |
| Atlas | \$ 575 |
| Pennsylvania | 1,048 |
| 27. Tannery: | |
| Ætna | \$247 |
| 9. Junk shop and dwg: | |
| Transatlantic | \$2,530 |
| Magdeburg | 250 |
| Hamburg-Magdeburg | 250 |
| 9. Dwg and furni: | |
| Palatine | \$528 |
| 12. Hhd goods: | |
| Transatlantic | \$225 |
| 31. [March.] Fr dwg: | |
| North British | \$135 |
| 11. Fr store bldg: | |
| Liver'l & Lon. & Globe | \$100 |
| 9. Wire goods: | |
| Northern | \$100 |

9. Bldg:
Helvetia \$116
- Mdse:
Fireman's, N. J. \$1,588
12. Bldg:
New Zealand \$266
1. Dwg:
Hamburg-Magdeburg . . . \$135
Magdeburg 75
18. Stock of brooms:
North German \$239
- Small losses \$1,179
Total S. F. 24,765
-
18. Alameda co., harvest imple-
ments:
Phoenix, Brooklyn \$387
16. Alameda co., dwg:
Sun, S. F. \$300
16. Berkeley, dwg and conts:
New Zealand \$800
12. Berkeley, hhd furni and dwg:
Fire Association \$150
Hartford 320
29. West Berkeley, fr bldgs:
Home Mutual \$2,000
Sun, S. F. 500
23. Benicia, planning mill:
Fireman's Fund \$1,100
Rhode Island 375
Scottish Alliance 375
State of Pennsylvania . . . 250
London & Lancashire . . . 500
National, Hartford 500
23. Benicia, dwg and barn:
Northern \$125
20. Chico, fr dwgs:
Liver'l & Lon. & Globe . . \$350
Westchester 800
Prussian National 275
8. Bakersfield, dwg:
London & Lancashire . . . \$900
1. Colusa, saloon:
National, Hartford \$285
26. [March.] Ballard, dwg and
conts:
National, Ireland \$1,045
10. Excondido, fr dwg and conts:
Phoenix, Hartford \$1,200
20. Elsinore, fr bldg:
Phoenix, Brooklyn \$4,000
Pennsylvania 1,000
Greenwich 1,000
23. Flimton, general mdse and
bldg:
Transatlantic \$1,000
Helvetia 1,500
Home Mutual 2,425
4. Fruit, dwg and conts:
Fireman's Fund \$1,158
30. Fresno, fr dwg and furni:
Home, N. Y. \$450
9. Eureka, dwg and furni:
Westchester \$142
29. Cahon Pass, dwg and furni:
Phoenix, Brooklyn \$300
29. Azusa, fr bldg:
Phoenix, Brooklyn \$500
American, Pa. 300
Pennsylvania 700
Svea 150
Greenwich 350
20. Downey, dwg and conts:
New Zealand \$1,022
27. [March.] Fresno co., dwg
and conts:
New Zealand \$454
25. Germantown, gen'l fire:
Palatine \$ 600
Home, N. Y. 1,075
National, Ireland 275
Phoenix, Hartford 1,075
Ins. Co. of N. A. 100
Orient 1,225
Lion 750
Imperial 880
National, Hartford 2,307
Total \$8,287
28. [Jan.] Glenn co., hay and
horses:
Continental \$533
13. Genn co., dwg and barn:
Prussian National \$277
20. Grass Valley, fr brewery
and conts:
Manchester \$600
American, N. J. 430
Caledonian 675
German-American 169
Sun, S. F. 286
28. Hollister, br stores:
Sun, S. F. \$300
Westchester 400
Oakland Home 300
11. Half Moon Bay, gen'l fire:
Palatine \$1,348
American Central 3,750
16. Hanford, dwg and conts:
Liver'l & Lon. & Globe . . \$100
18. Hanford, dwg and conts:
Liver'l & Lon. & Globe . . \$100
12. Lancaster, gen'l fire:
Fireman's Fund \$1,500
Hartford 750
Scottish Union 948
London & Lancashire . . . 1,704
American, N. J. 1,000
11. Kern co., dwg and conts:
Fireman's Fund \$330
20. Kern co., barn and conts:
Fireman's Fund \$877
13. Los Angeles, gen'l mdse:
Palatine \$1,500
17. Los Angeles, stock & fixtur's
Prussian National \$300
3. Los Angeles, hhd furni:
German-American \$1,092
30. Los Angeles, fr dwg:
German-American \$200
19. Madera, gen'l fire:
American, N. J. \$ 300
Palatine 1,500
Liver'l & Lon. & Globe . . 1,153
Caledonian 356
Manchester 750
Prussian National 1,411
Atlas 170
Transatlantic 750
Westchester 300
- Maxwell, hay press:
Home, N. Y. \$200
18. Modoc co., fr dwg and barn:
Phoenix, Brooklyn \$800
15. Mayfield, fr warehouse and
hay:
Phoenix, Hartford \$1,002
Home, N. Y. 1,002
23. [March.] Mendocino co., dwg
and conts:
Continental \$338
4. Monterey co., barn:
Continental \$240
2. Marysville, fr dwg:
German-American \$481
18. Marysville, barn and conts:
National, Hartford \$500
4. Nevada co., dwg and barn:
Phoenix, Brooklyn \$300
22. Nevada co., fr dwg and barn:
Phoenix, Brooklyn \$950
25. Nevada co., fr bldg:
Phoenix, Brooklyn \$2,000
American, Pa. 1,000
Pennsylvania 1,000
Greenwich 1,000
Svea 1,000
17. Nevada City, church and li-
brary:
California \$2,430
Rhode Island 912
Fireman's Fund 149
5. [March.] Los Angeles, dwg:
North German \$1,347
1. Oakland, dwg:
Hartford \$400
19. Oakland, stock stationery:
Manchester \$400
8. Oakland, bldg:
London & Lancashire . . . \$130
12. Placer co., dwg:
Fireman's Fund \$550

| | | |
|--|---|--|
| 1. Placer co., dwg and conts: \$1,050 | 18. Sacramento, electric light works: United States \$ 732 Springfield 366 Phenix, Brooklyn 867 Pennsylvania 867 Manchester 366 Oakland Home 867 Imperial 1,742 Lion 1,500 Insurance Co. of N. A. 732 Western 2,668 Royal Exchange 1,714 Queen 1,304 Liver'l & Lon. & Globe 5,000 Total \$18,125 | 18. San Leandro, hops: Western \$720 |
| 11. Pasadena, fr dwg: Phoenix, Hartford \$2,000 | 21. Sacramento, conts. lumber yard: Liver'l & Lon. & Globe . . . \$140 | 4. Selma, dwg and conts: New Zealand \$913 |
| 14. Plymouth, lodging house and conts: American, N. Y. \$2,000 | 12. [Feb'y] Sacramento, dwg, barn and conts: Continental \$283 | 12. Sutter Creek, dwg: Lion \$800 |
| 16. Paso Robles, hhd furni: Ætna \$550 | 16. Sacramento, dwg: London & Lancashire . . \$150 | 16. [Mar.] Shasta co., dwg and conts: Continental \$225 |
| 17. Redding, mdse and furni: Fireman's Fund \$928 Home Mutual 500 | 18. Woodland, dwg and furni: Manchester \$233 Oakland Home 150 | 30. Salinas, dwg: Sun, S. F. \$800 |
| 14. Redding, brk bldg: German-American \$1,107 Phoenix, Hartford 163 | 14. San Diego, gen'l fire: Northwestern National . . \$448 Hanover 342 Lancaster 733 Hartford 632 New Zealand 827 Phenix of London 385 | 30. Salinas, fr store, billiard table and liquors: Phoenix of London \$150 |
| 16. Redding, stock of coffins: Springfield \$932 | 7. Stanislaus co., barn & conts: Scot. Union & National . \$1,180 | 27. Tulare co., tank house: Ætna \$200 |
| 15. Ross Valley, dwg and conts: Phoenix, London \$4,500 Manchester 2,000 | 9. Stanislaus co., barn, hay, harvester, etc.: Manchester \$630 American, N. J. 600 Caledonian 580 Continental 245 | 12. Tulare, dwg and furni: Fireman's Fund \$150 North German 290 |
| 15. Riverside, pack house: Phoenix, London \$2,350 | 16. San Luis Obispo, dwg: Liver'l & Lon. & Globe . . \$500 | 19. Tehama co., dwg and barn: Phoenix, Brooklyn \$150 |
| 15. Santa Cruz, gen'l fire: London & Lancashire . . \$4,000 Hartford 1,000 Northwestern National . . 5,135 Commercial Union 7,500 Aachen & Munich 750 Traders 150 Hamburg Magdeburg . . . 175 Hanover 2,512 Spring Garden 2,500 United Firemen's 2,500 Franklin 5,429 Springfield 2,225 Norwich Union 1,382 N. British & Mercantile . . 1,500 Lancashire 647 Queen 2,051 Western 260 Home Mutual 5,764 Insurance Co. of N. A. . . . 155 Lion 320 Imperial 175 Sun, S. F. 1,800 Oakland Home 1,000 American Central 2,000 Delaware 200 Liver'l & Lon. & Globe . . . 5,147 Caledonian 1,710 Transatlantic 2,000 Prussian National 1,455 Atlas 2,500 Phoenix of Hartford 2,538 German-American 1,000 Palatine 400 Fireman's Fund 2,200 Guardian and Sun 15,000 Total \$85,080 | 16. Sheridan, dwg and furni: National, Hartford \$450 | 30. Tulare co., fr dwgs: Manchester \$1,400 |
| 15. Sacramento, stock furni: Transatlantic \$130 | 7. San Jose, hhd furni: Springfield \$193 | 16. Tulare co., barn, etc., engine and boiler: Phenix, Brooklyn \$3,350 |
| | 16. San Jose, dwg: Phoenix of London \$126 | 20. Tehachapi, dwg and conts: Northern \$665 |
| | 15. San Leandro, dwg: Commercial Union \$280 | 14. Visalia, dwg: Connecticut \$800 Northern 133 Alliance 112 |
| | | 25. San Bernardino, fr barn: Springfield \$200 |
| | | 9. [Mar.] San Bernardino, dwg: National, Hartford \$500 |
| | | 22. San Bernardino co., fr dwg, furni, barn and hay: Manchester \$690 |
| | | 10. San Bernardino, fr bldg: Lion \$304 |
| | | 16. Stockton, fixtures and furni: Liver'l & Lon. & Globe . . \$696 |
| | | 15. Stockton, conts candy store: Atlas \$561 |
| | | 15. Stockton, brk bld, furni, etc: Hamburg Magdeburg . . . \$418 Caledonian 350 |
| | | 5. Selma, church bldg: Phenix, Brooklyn \$600 |
| | | Guardian & Sun, estimate \$25,000 Small losses \$20,000 Total California, S. F. excepted . . . \$263,181 San Francisco 24,765 Total California . . . 287,946 Total Pacific Coast 459,131 |

Monthly Fire Losses.

| Month | 1894 | 1893 | 1892 |
|-----------------------------|-------------|-------------|-------------|
| January | \$406,024 | \$367,760 | \$229,442 |
| February | 491,475 | 277,968 | 263,543 |
| March | 381,308 | 340,866 | 212,214 |
| First quarter | \$1,278,807 | \$986,591 | \$705,199 |
| April | 459,131 | 392,633 | 257,980 |
| May | | 357,970 | 491,268 |
| June | | 454,257 | 753,033 |
| Second quarter \$ | | \$1,204,860 | \$1,502,281 |
| First six months \$ | | \$2,191,454 | \$2,207,480 |

The San Diego Agreement.

All the San Diego local agencies—nineteen—have signed the following agreement:

We, the undersigned, members of the Board of Fire Underwriters of San Diego, Calif., as well as all other local fire insurance agents of said city, hereby unanimously agree, from and after this date, not to give our consent for any fire insurance company to write any business in the territory covered by our commissions, over its counter in San Francisco or elsewhere, except through its local agent here, or by way of re-insurance of policies written here; and we further agree not to represent any company that writes such business over its counter in San Francisco, or in any way except as above specified.

The American Central's Circular.

The resignation of Major Chas. Christensen as 2nd vice-president and secretary of the American Central Ins. Co. of St. Louis, to accept the management of the Pacific department of the company, has been officially announced by President Cram. Dave Rorick has been elected 2nd vice-president and John A. Adams secretary. Both these gentlemen have been in the employ of the American Central for many years. Mr. Rorick has been for several years chief adjuster of the company.

Of Major Christensen President Cram says:

"We regret to announce the resignation of Major Charles Christensen of the offices of 2nd vice-president and secretary of the American Central Insurance Company, which offices he has filled for many years with great credit to himself and to the entire satisfaction of the officers and directors of the company."

In speaking of Rolla V. Watt's resignation as manager of the Pacific department President Cram pays this tribute to the new Royal and Norwich Union manager:

"His management of the affairs of the company in the territory under his supervision

has been of the very highest order, as shown by the records. He takes with him in his new sphere of action our highest esteem and best wishes. The Royal and Norwich Union will find in him a vigilant, true and conscientious servant."

Ætna Life Insurance Company.

A comparison of the annual statement of the Ætna Life Insurance Company of Hartford January 1, 1894, with that of January 1, 1893, shows

Gains in assets,
Gains in interest,
Gains in premiums,
Gains in accident premiums,
Gains in accident interest earnings,
Gains in surplus,
Gains in life insurance in force,
Gains in accident policies.

This is a pretty good record in itself, which is strengthened by a reference to such figures as these:

Assets, \$40,267,952.90; income, \$6,810,074; surplus, \$6,326,922. Here is first-class security, and a business which testifies to the satisfaction of the policyholders.

The Ætna is forty-four years old and has received in premiums and interest since organization \$147,904,247.14 and paid to policyholders \$86,367,546.93.

The accident department is new, but it is steadily pushing upward. Policies and insurance written in this department increased 50 per cent. last year.

The Ætna Life stands up for the conservative practices which make for security and for dividends to policyholders.

H. B. Houghton has been appointed general agent of the Ætna Life for California and Nevada, *vice* J. E. Meyers, resigned. Mr. Houghton is the son of General Houghton, for many years president of the Home Mutual Insurance Company of this city. Mr. Houghton, Jr., began his insurance experience as a clerk in the Home Mutual office in 1877. In 1881 he was appointed secretary of the Alameda county branch of the company, which position he filled until about a year ago, when he was appointed special agent and adjuster from the head office of the company.

The appointment of Mr. Houghton as general agent of the Ætna Life is a good one. The new general agent is a Californian by birth and education, a young man of energy, and is popular with a host of friends in California.

John H. Stevens will continue as the metropolitan agent of the accident department of the Ætna.

President D. J. Staples' Seventieth Birthday.

May 3, 1894, was the seventieth birthday of President Staples of the Fireman's Fund Insurance Company, and it was also the twenty-eighth anniversary of his election as president. The office force resolved to celebrate the day in a modest way in honor of Mr. Staples. This they did by handsomely decorating the president's office and the main offices with flowers and bunting. The work, which was tasteful throughout, was done by the clerks themselves, who cordially welcomed the opportunity to give such an expression of personal regard for their honored chief.

In the evening, on the invitation of Mr. and Mrs. Staples, to meet Mr. and Mrs. C. W. Kellogg of Boston, the heads of the departments and the "members of the old guard"—the graduates of the Fireman's Fund office—dined with the president and his family. There were present, besides Mr. and Mrs. D. J. Staples and family, the following named ladies and gentlemen:

Mr. and Mrs. C. W. Kellogg of Boston, Mr. and Mrs. W. J. Dutton, Mr. and Mrs. Bernard Faymonville, Mr. and Mrs. Louis Weinmann, Mr. and Mrs. Stephen D. Ives, Mr. J. B. Levison, Mr. and Mrs. N. T. James, Mr. and Mrs. Geo. D. Dornin, Mr. and Mrs. Geo. H. Tyson, Mr. and Mrs. Geo. F. Grant, Mr. and Mrs. Tom C. Grant, Mr. and Mrs. Wm. Sexton, and Mr. and Mrs. E. W. Carpenter.

The "old guard," the aforesaid graduates of the Fireman's Fund office—Messrs. Tom C. Grant, Geo. D. Dornin, Wm. Sexton, E. W. Carpenter, Geo. F. Grant, N. T. James and Geo. H. Tyson—joined in the presentation of a handsome floral piece to their old chief.

The Coast Review wishes to add its congratulations to President Staples, on his good health at age 70, and on the wonderful company of which he has been the pilot for twenty-eight years. There were great storms encountered in these eventful years, in 1871 and in 1872—storms which the good ship Fireman's Fund safely weathered. We hope and believe there will be smooth sailing for many years to come.

Business Quiet in Australia.

Insurance matters are very quiet. Fires of a trifling nature are numerous, but everywhere you find managers deploring the lack of new business. For the first time in at least the last twenty years there has been a decrease in the total returns of the amount held at risk by companies in Sydney and suburbs. This indicates partly reduced stocks and partly a decreased power to pay premiums (at

all events the latter is the sort of explanation you get from a customer for reducing the amount of his insurance). The competition for business in order to maintain the same volume of income is leading to some very indiscreet cutting of rates for untariffed risks, for which such parties will most probably have to pay dearly. The same recklessness is being shown as regards country business. Unfortunately there seems no prospect of stopping this scramble for premiums.

The Universal Mercantile Schedule.

F. C. Moore, president of the Continental Ins. Co., is chairman of the committee of the New York Board of Underwriters who evolved the "Universal Mercantile Schedule." During his visit to San Francisco, Mr. Moore has spoken twice on the subject of the schedule, once before a large meeting of the Fire Underwriters' Association, April 25th, which was attended also by many non-members, and once before the Fire Insurance Clerks' Association, April 27th. The lectures were attended by the surveyors of the P. I. U. and by the inspectors of the I. B.

Mr. Moore is master of the subject of schedule rating, and gives a most interesting talk, interspersing the scientific portion with many anecdotes bearing upon underwriting generally and the schedule in particular. He is an easy speaker, using no notes, and appears to have the "U. M. S." by heart.

If, as Mr. Moore contends, the fixing of the proper price on every hazard will do away with the competition for any special class, the sooner it is adopted on the Pacific Coast, the better. Rebating and excessive commissions will disappear when the difference in price will make the underwriter careless whether he takes a line on millinery or boots and shoes in cases, or a "juicy" dwelling, or a frame bakery.

Mr. Moore has just finished a labor of many years in the preparation of a complete list of hazards, comprising every insurable article or set of articles, arranged alphabetically and numbered, and in connection with the schedule given a consistent series of charges as to susceptibility to damage by fire as well as a consistent charge for ignitibility and combustibility.

The "outside man" in a very few years learns a great deal about human nature; sometimes, in a great many years, he may learn something of insurance. At least, that is an impression I gathered not long ago in the course of a few moments' conversation with

the manager. I walked into his office and said, "Well, sir, it is exactly five years ago to-day since I entered your office for the first time and commenced work." "That so?" was the reply; "Great Scott! how time does fly; well," (this with a chuckle, expressive of the most intense satisfaction) "well, so it is, and you don't know a damned thing more about the business now than you did then." After this the only anniversaries I intend to call to his mind are Christmas time and the summer vacation.—California Knapsack.

Foreign Life Business.

The three American giants had in force in foreign countries the following insurance on December 31, 1893:

| | Amount. | Gain. |
|-------------------|---------------|--------------|
| Equitable | \$252,878,247 | \$13,566,353 |
| New York | 221,713,171 | 10,378,491 |
| Mutual | 84,814,129 | 23,464,564 |

The Santa Cruz Fire.

One night last month, while the water was shut off at Santa Cruz to enable the repairing of a broken "main," fire broke out in a frame range, and before help came from neighboring towns many buildings were burned. The city "fire department" was helpless. Although a river was not far away, there was no water in the mains, nor any fire engines. Chinatown, the court-house, and a gore block of brick and frame buildings were consumed.

It is thought that the fire was started by an incendiary. There was some evidence in support of this theory, aside from the fact that the fire occurred at a time when it was known that there was no water, and could be no pressure in the mains until the break was repaired.

It is noteworthy that several destructive fires in different parts of the country have occurred under similar circumstances. In one instance suit was brought against the water-works corporation for damages, there being no water at the time of the fire, and judgment was awarded the plaintiff. Undoubtedly the city of Santa Cruz is legally responsible for the damages by the recent fire.

The insurance loss at the Santa Cruz conflagration, though considerable, was not nearly so large as the property loss. The local press had persuaded the people that insurance rates were extortionate, and that the new water-works afforded such perfect fire protection that no considerable loss could occur. The Santa Cruz papers teemed with such stuff, and the result was that many property-owners carried

exceedingly small lines and some had no insurance at all.

Everybody is laughing over Landers' bad luck. He was so greedy for business in this well protected town that he paid 30 per cent. commission for it. Loss at the fire, \$15,000.

Valuation Fees.

In Massachusetts the insurance department fee for valuation of life policies is one-half a cent a thousand. The commissioner recommends a reduction of the fee to one-quarter cent.

Massachusetts Fires.

In 1893 the fires were almost double those in 1878, and were 175 more than in 1892. The losses in 1893 were over \$10,000,000—almost double the losses of the previous year. The increase in fire losses is far ahead of the increase in property valuation. This is doubtless the case with many more states.

Manager Blagden Resigns.

Samuel P. Blagden, for thirty years associated with the United States management of the North British and Mercantile, has resigned. Manager Blagden has been considered one of the foremost fire underwriters in the country. He has been president of the New York Board of Fire Underwriters for several years.

The April Coast Review.

The Coast Review for this month is in our opinion the finest specimen of an insurance journal ever published in the United States or any other country. Its typography, illustrations, news and editorial matter are all beyond criticism. With such a Pacific Coast publication before us we feel nothing of envy—but honest admiration. The Coast Review of this month is all that we hope some day to make The Adjuster.—The Adjuster.

Underwriter.

For some years it has been on our mind to say a word about this gentleman. In our increasing number of valued exchanges from the United States, the word "Underwriter" is used, exclusively, to mean the manager of a fire insurance company. In this country it is used exclusively to indicate: (1) The chief official of a marine insurance company, (2) The gentleman who underwrite in connection with marine insurance, and (3) (and only recently) Those who underwrite in connection with the promotion of limited liability companies.—New Zealand Ins. Journal.

The Oakland Home.

The Oakland Home Insurance Company of Oakland, Cal., has re-insured its business in the Fireman's Fund of this city and will retire from business.

The Oakland Home was organized in 1880 with \$200,000 cash capital, and for a time, seemingly, did well. A few years ago the officers decided to "branch out," and accordingly established agencies throughout the Eastern states. This experience cost the company over \$200,000. Last fall the company found itself impaired, and an assessment of \$100,000 was made and paid.

A statement was made at the time which was supposed to show the actual condition of the company, and L. L. Bromwell was asked to assume the management of the company. He believed that by retiring at once from the East, and by inaugurating a strictly economical management, the company could be placed on good financial basis. Mr. Bromwell and Secretary Blood went east and reinsured the business in the Westchester.

January came, and a statement was made to our insurance commissioner. An examination was made by two experts selected by the insurance commissioner. This examination lasted about five weeks, and it was thought to have been thorough.

It is now believed, and we do not hesitate to state, that the officers of the Oakland Home Ins. Co. have made false returns to its stockholders, to the insurance departments, and to the public, for the past two years. It is not possible to explain away a \$65,000 surplus January, 1893, and \$55,000 made or saved by the reinsuring of the Eastern business, and \$24,000 alleged net surplus in the last statement, to say nothing of the \$100,000 assessment paid in last fall.

It is now claimed that the stockholders will get but little in the final wind up. The Coast Review is of the opinion that the officers of the Oakland Home have not only grossly mismanaged its affairs, but have been guilty of deliberately falsifying its accounts. Of course Col. Bromwell and other stockholders, and the insurance department, have been grossly deceived.

In short, Mr. Bromwell, had he known the actual condition of affairs last fall, could have saved himself and friends from embarking on a sinking ship. We understand that Mr. Bromwell not only took some of the stock at the time, but had some of his friends take quite a block of it.

It is more than probable that Mr. Moody and

his son-in-law, Secretary Blood, will be called on to explain. The last statement made by Mr. Blood on May 12th showed an impairment of capital of \$100,000. Considering the former statements made by this astute secretary this last batch of figures is most remarkable. The policyholders will not suffer, but the stockholders will. By arrangement the San Francisco city business of the Oakland Home will go to the Milwaukee Mechanics. J. D. Maxwell, the former city agent of the Oakland Home, is manager of the city department of the Milwaukee Mechanics.

Preferred Accident.

To keep pace with its phenomenal progress, the Preferred Accident Insurance Company of York has leased the seventh floor of the new Home Life building, 256 and 257 Broadway, where an unusually handsome suite of offices are being fitted. The Preferred has written nearly \$70,000,000 of new insurance during the first four months of this year.

About 1870.

Twenty-five years ago a man working in an insurance office was taught to believe that the first requisite for making money in his business was an adequate rate. The subject of rates was the theme for private lectures and public papers. So imbued did he become with this idea of rates, that the first printed speech containing a doubt of this theory gave him a shock of disapproval, and the author was regarded in the light of an apostate. It is useless now to speculate on the motive of the author. He may have been a crank out of a job, or one ambitious for notoriety as an advanced thinker. The seed he dropped took root and bore fruit. Year after year the doubt was nursed, until at last it lost a doubt's identity. Since then, every ingenious theory imaginable has been presented in an endeavor to prove why the net profit should not depend upon the rate at which policies are written. There never was a better time than now to agitate the subject of adequate rates. We have just left behind us a hard year. All have not suffered alike—the rule is proven by the exception. Before us we face we know not what. But, associates and friends, if experience is worth the lives worn out to gain it, why not accept the advantage which costs us nothing? Let us return, as nearly as possible, to the theory which controlled men in the insurance business twenty-five years ago. Let us return to adequate rates.—Geo. F. Grant.

A Sensational Damage Suit.

Some time ago there came from the benighted regions of Martinez a claim for a loss under a policy covering a barn and contents. The usual investigation developed strong evidence of an incendiary fire, and payment was refused. Suit followed, and the evidence at the trial attracted the attention of the district attorney. The defendant companies won, and were accordingly happy. But all was not well.

The district attorney concluded to prosecute the claimant on a charge of arson, and he summoned, among other witnesses two adjusters representing companies on the risk but which had incurred no loss. The jury acquitted the accused. The latter thereupon brought suit against the aforesaid two adjusters' companies for \$20,000 damages, on a charge of malicious prosecution.

Here was richness indeed. The companies which had incurred no loss, and had had nothing to do with the prosecution, further than testifying through their adjusters to facts, were deliberately and circumstantially accused of maliciously pursuing and prosecuting the loss claimant. The district attorney laughed at the foolishness of the plaintiff, and assured the defendants that the trial of the case would be merely a pleasant matinee for them. But the sequel showed that the plaintiff and his attorney had made a better estimate of the intelligence or lack of intelligence of the average Martinez jury.

The damage suits came to trial, and twelve natives filled the jury-box and were kept awake until all the testimony was in and the attorneys had duly obscured the jury's faint rays of common sense. Then the jury filed solemnly and somnolently out, and in the privacy of a room by themselves speedily acquitted themselves of the charge of sanity. Back they came into the court-room. The foreman read a verdict in favor of the plaintiff. The defendants were declared to be guilty of maliciously prosecuting the plaintiff for alleged arson and the damages to that worthy man were declared to be \$20,000, half of which should be paid by each company whose adjuster had responded to the summons of the court to appear as a witness in the case. Hereafter, witnesses will take to the woods rather than appear in a Martinez court. The adjusters are thankful that they were not arrested on a criminal charge, and found guilty by this same jury.

The district attorney was amazed at the verdict, but fortunately for our story he was not speechless. He asked for the polling of the

jury, since it was useless to ask for the horse-whipping of the jury. Two or three jurymen replied that the verdict had not met their approval; but under the law in civil cases the required nine men had voted for the absurd verdict. The attorney promptly appealed the case, and it is still in court.

While walking on the street, afterward, the adjusters observed one of the jurymen who had responded "no" when polled. He was a dignified and sensible looking old man. The adjusters spoke to him in reference to the trial and to his negative vote.

"Yes," said the old fellow; "dod rot it all, I believe that man set fire to his barn, and I was opposed to his gettin' more'n \$2,500 damages from you insurance men!" Tableau.

Life Insurance Agents.

A speaker at a recent meeting of life insurance agents said:

"Let me call your attention to the fact, gentlemen, that you have worked, in the short period of thirty years, this wonderful miracle; that you have converted this whole country to the belief that life insurance rests upon a firm financial basis. Point to me the parallel for that. In that same short period you have converted every man to the belief that it is his imperative moral duty to protect his family by life insurance. But that is not the only reason, gentlemen, that our responsibility is created. I say to you, as I have said on other occasions, that the welfare of life insurance is in your hands more than in the hands of any other men. Gentlemen, realize your position of dignity and power in life insurance. Life insurance in the next twenty-five years will be shaped and directed by the welded opinions of the agents of this country. These gentlemen who have created these local associations have builded better than they knew. They have never realized the mighty force which they have called into existence. Each individual agent in his place was a force, but the consolidation of all those agents all over the country into associations has brought into existence in this business a mighty power, and that power more than any other power in the business is the power that will conserve to elevate and dignify and protect life insurance in the future."

Lloyds are multiplying in the East.

The insurance loss on rents at the New Orleans hotel fire was \$55,000.

Chips.

—Geo. D. Dornin is in Denver.

—The New York Life is to erect a twelve-story office building in New York city.

—Rolla V. Watt and Chas. Christensen made a tour of the Pacific Northwest last month.

—"Thrift" is the name of a new and handsome New York monthly, designed to "fill a long felt want" as the organ of assessment insurance.

—There has been a little confusion of proof readers in our new "printery," and we confess to some un-typical typographical errors. Things are beginning to run smoothly since the editor visited the printing office with his old smooth bore.

—A. C. Stilson, secretary of the Bankers' Life Association of Des Moines, Ia., is in the city, accompanied by his son E. S. Stilson, of Los Angeles, state agent for the association. The Bankers' Life pays its losses promptly, and finds a large and uncultivated field for its policies. Good solicitors are advertised for on page 18.

—Los Angeles Fire Department.—Chief Morarity reports for 1893: Fire alarms, 157; 30, no loss; 75, nominal; one \$25,000 loss, one \$5,000, one \$4,000, four \$3,000, one \$2,000, nine \$1,000, seven \$500, twelve \$200, five \$150, and ten \$50. There are 341 fire hydrants. The department consists of 1 chief engineer, 1 assistant, 1 electrician, 8 engineers, 2 captains of chemicals, 21 drivers, 4 permanent firemen, 1 tillerman and 40 call men; with 8 steam fire engines, 2 chemicals, 1 hook and ladder, and 2 extra hose companies. The chief recommends the purchase of an aerial truck. Additional electrical machinery and street boxes will soon be in service.

—An alleged death of an insured man now transpires to have been a disappearance. Edward Olney, formerly of the signal service up north, disappeared in September, 1892. His hat and coat were found in a boat. His widow presented proofs of his death to the Union Mutual Life Insurance Co., and one half the \$2,000 policy on Olney's life was paid, the remainder to be paid when further proofs of death were presented. Olney met with an accident while boating, and lost his head, he says. Ten days afterward he found himself a dilapidated tramp, and was ashamed to return. This is his story. Mrs. Olney was the first to notify the company of the existence of her husband.

—The Coast Review Insurance Chart will go to press in a day or two.

—For a bound package of matured "Notes," "Rambling" in name only, we are indebted to Editor Osborn, of Brown, Craig & Co's. general agency.

—Manager Dornin of the National has issued a neat circular between the cover leaves of the Coast Review. His agents will be glad to show it to customers.

—The Kansas City Magazine reports "Guardian, Colo., \$9,697 premiums" and some \$8,000 losses. The insurance department of Colorado does not include the Guardian among authorized companies. Does the Guardian do an underground as well as an underhand business? Our contemporary also gives these Colorado figures: Granite State, \$10,123 premiums, and \$8,233 losses.

—The library card system of rating in use in Eastern cities has been adopted by the Chicago fire underwriters. Each agent has in his office a case containing a card for each building risk. On it are inscribed the rate and other information concerning the risk. At the board headquarters a clerk makes out new cards whenever a rate is changed and sends them at once to the agents.—Weekly Underwriter.

—"Enterprising."—The Bankers & Merchants Mutual Life Association of San Francisco failed three years ago. On the filing of the receiver's report a few days ago—a report of nominal assets and big claims—the Examiner printed a list of members. Ex-president Badlam is now a big Injun at the Fair. The Post-Intelligencer of Seattle was misled into the supposition that the failure was a piece of news. It speaks of the long defunct association as an "insurance company" and a "bad" one. Regular life insurance companies are thus credited with a failure by the ignorant editor of the Post-Intelligencer.

—Politics, dirty politics, has caused the dismissal of an efficient chief of the fire department of Salt Lake City, Utah—W. A. Stanton. Two hundred business men joined in a petition to the council for Stanton's reinstatement, but the petition was of no avail, because the politicians know that one fireman at the polls has more influence than two hundred business men who stay away, or who go to the polls like sheep and vote the "straight ticket."—The Utah legislature has since passed a law prohibiting the removal of a fire chief, except for gross inefficiency.

—Herbert Folger of Portland is in town.

—The fire department of Denver has been reduced to 160 men.

—Anthony Sweeney, a well-known Denver agent, died a few days ago.

—Lew M. Seaton, special with Fireman's Fund for Southern California, was in the city last week.

—J. B. Branch, of the Providence-Washington, and James U. Taintor, of the Orient, visited us last month.

—The Continental Ins. Co. has transferred the Ohio agency business from the Chicago department to the home office in New York.

—Raymond W. Alexander has been appointed manager at Buffalo, N. Y., of the business of the Fidelity and Casualty Co., vice M. F. Tanner, resigned.

—The surveyors of the P. I. U. and the city inspectors of Mr. Porter's Bureau are rating sample buildings according to the "U. M. S." for comparison with present ratings.

—C. W. Kellogg, of Boston, Eastern manager of the Fireman's Fund, is visiting the Coast. Mr. Kellogg has represented the F. F. for many years, but never visited this Coast before.

—The new Los Angeles Life and Accident Company (hat-passer) has put up the required \$5,000 deposit (what an immense sum!), and Mr. Des Moines Cressey is ready for the coin of the new members.

—The Pacific Coast letter in the Spectator is a mildewed chestnut. The issue of April 26th contains the seven-weeks old news of the Royal agency change and all the particulars thereof. The Spectator is a weekly.

—James S. Reed, of Portland, Oregon, one of the pioneer local agents of that city, and a constant and careful reader of The Coast Review for twenty-three years, paid his respects to his many friends in this city in April.

—President and Mrs. Moore of the Continental Fire visited the Yosemite, returning May 8th, and leaving for home by way of Portland, on the 11th. They will visit Puget Sound en route, stopping also at Salt Lake City and Denver.

—Guy Francis has accepted the position of special and adjuster for Manager Dickson's companies. Mr. Francis has had several years' experience in the field, both East and on this Coast. He is a painstaking adjuster and a hard working special.

—S. E. Barton, adjuster of fire losses at Seattle, visited us last month.

—T. B. Merrill, superintendent of agencies of the Aetna Life Ins. Co. of Hartford, is in Frisco.

—Wm. J. Dutton, with C. W. Kellogg and wife of Boston, visited the Yosemite Valley last week.

—Manager Dickson, of the Royal Exchange, Connecticut and Queen, is in Guatemala on business for the Royal of Liverpool.

—C. C. Little, secretary of the Phenix of Brooklyn, and Eugene Harbeck, of Chicago, Western manager of same company, are in California.

—A. L. Jacobs, the Salt Lake representative of about a dozen big fire insurance companies, spent last month with his principals in this city and incidentally looked at our big show at the park.

—E. S. Fowler, Coast manager for the Preferred Accident, is advertising for agents. The new \$11,000 combination policy of this company is a good thing, and makes easy work for the solicitor.

—Paul M. Nippert has been appointed special and adjuster for the Home and Phoenix. Mr. Nippert is an experienced field man and his many friends among the locals will be glad to see him again on the road.

—J. B. Lanktree, who has been with the Oakland Home Ins. Co. as cashier and assistant secretary, has associated himself with General Agent Warren of the Milwaukee Mechanics. The firm name is Warren & Lanktree, general agents, 410 California street.

—The Five Per Cent. Debenture and Continuous Installment Policies of the Mutual Life have made a great hit. They provide a guaranteed income after death of the insured, also an absolutely reliable trusteeship, and absolute security against loss by maladministration of estates. General Agent Forbes & Son report an increasing demand for these policies.

—John T. Fogarty, special since 1890 for the former Rolla V. Watt Agency, has resigned his position to accept a similar position with the Royal and Norwich Union. Mr. Fogarty's record as a field man is a good one. He is a competent, energetic worker, and is very popular with the local. Manager Watt's present special staff is: Jno. T. Fogarty, J. L. Fuller, Frank M. Gilcrest and H. R. Burke.

—G. J. Bellersheim, formerly a special in this field, is now a railway land agent in Springfield, Ill.

—A. A. Allen, special and adjuster for the German-American for southern California, was in this city last month.

—W. H. Bagley, special for Home and Phoenix in the Pacific Northwest, has resigned to accept a similar position with the North British and Mercantile.

—A. J. Hinds of Santa Cruz says: "The Coast Review is like old wine. It improves with age." Mr. Hinds should know, for he has been reading it for twenty-two years.

—U. B. Wilson, for many years a resident of this city as special and general fire insurance agent, has established himself in Denver, Colorado, as adjuster of fire losses and independent supervising agent. Mr. Wilson is capable and thoroughly acquainted with the Colorado field, and we have no doubt he will handle any business entrusted to him satisfactorily.

—Early in April Ass't Supt. Taylor, Associate Justice, left for California to examine insurance companies. He is a little late for the State Investment, to which Chief Snider gave a certificate of authority, but there is the Fireman's Fund and the Pacific Mutual Life. Taylor's fee in New York was \$80. Twice 8 is 16. Midwinter Fair. The Coast Review can give Taylor a directory of the hat-passers. At \$40 each, for expenses, the trip will be a cheerful one. So long!—Kansas City Magazine.

—The Coast Review omitted to state last month that William C. Leavitt, California manager of the Union Mutual Life Ins. Co., on March 15th "took in" a new partner to assist in the management of his agency. Miss Lizzie K. Sherman was the name of the partner before the above date. It is now Mrs. William C. Leavitt. With the assistance of the new accession to the agency, Mr. Leavitt expects to do twice as much business as he did alone in 1893.

—Fred A. Stolp, cashier and assistant manager Pacific department of National Life Insurance Co. of Vermont, visited New York last month. On his return to the Coast Mr. Stolp will visit the agency of his company in the Pacific Northwest. Although quite a young man (under 22), Mr. Stolp Jr., has developed a fondness for the life insurance business that, with his energy and a desire to get there, will early place him among the leading general agents on the Coast.

—Special Agent of the Continental E. J. Lowrey was in the city last week.

—The size of the average life policy written in 1893 was \$2,638, which is about the usual average.

—Geo. Weidler has resigned the Portland agency of the Aetna, North British and Lion, and is succeeded by W. L. Gazzam and Philip S. Bates. The new firm is Gazzam & Bates.

—L. A. Cerf, formerly of this city, now superintendent of agencies of the New York Life, visited California last month. Mr. Cerf is one of the brightest life insurance men of the times and The Coast Review is of the opinion that he will, at no distant day, become the head of some great life insurance corporation.

—Whatever is to be the complexion of the reports for 1893 which other large fire insurance companies will produce, it will generally be admitted that the Manchester, whose accounts are amongst the earliest to appear, comes off with flying colors. That, with an experience like that of last year, it should be possible for any fire insurance company to show a substantial balance to the good, is something to marvel at. Yet this is what the Manchester Fire Assurance Company has actually accomplished. It does not accord with the policy of the present management to stand still; on the contrary, every year which has elapsed since it came into operation has been signalised by a large increase in the business.—London Observer.

—The April 19 Chronicle (N. Y.) has a cartoon representing several foreign dogs (companies) speeding after a hare (American fire business), while held in leash by "the home office" are several foreign dogs. It will surprise the reader to learn that the Guardian dog is one of the latter. The author of the cartoon labors under a mistake. He evidently thinks that because the Guardian is not in sight in the race for the hare it must be held back by the home office master of the hounds. Underwriters who are familiar with the Guardian's frantic and dishonest efforts to secure business in the United States will laugh at the cartoonist—not at the cartoon. We ask the picture-maker to examine the Guardian's column of loss ratios, and see if he can reconcile his theory of home office restraint with over 40 per cent. expenses in the United States. The Guardian wants business so badly that it breaks pledges and pays the highest price for it. This is a notorious fact on the Pacific Coast, and doubtless it is an equally notorious fact in the East.

—Merchants Expiration Policy Book (Maggurn's), \$1.50, at this office.

—The medical branch of life insurance has an interesting and serviceable organ in the New York Medical Examiner, a monthly.

—The Connecticut insurance report always interests us in one respect, to-wit: the report of the cabbage-growers' mutual (yclept tobacco), with \$3,820 assets and no liabilities except worms. The salaries of this company last year amounted to \$75.

—The Pacific Mutual Life Ins. Co. has just prepared and will immediately place before the public a new combination immediate payment policy. Indemnity is guaranteed for loss of sight and severance of limb, for fractures, dislocations and amputations, in agreed sums in three classes. If the insured be injured or killed while riding as a passenger on any regular passenger conveyance propelled by steam, electricity or cable, solely as the result of the wrecking or disablement of such conveyance, double the amount designated will be paid.

—The State Investment creditors met in Judge Hebbard's court last week and elected F. H. Merzbach assignee. There was opposition to the appointment of Von Reynegom when it was learned that ex-President Brander, now in London, had filed \$88,000 claims with a corresponding vote for Von R. Brander alleges that his claims are for money borrowed on his personal security and used to discharge the obligations of the company. The mortgagee bank bought the office premises for the amount of the mortgage—\$79,600—which is considerably less than the normal value. Test suits have been brought against the stockholders by Minnesota claimants.

—The annual meeting of the Pacific Insurance Union was held on May 4th, when the following officers were elected: President, H. R. Mann (re-elected); vice-president, Wm. J. Dutton (re-elected); secretary and treasurer, Chas. D. Haven (re-elected); auditor, V. C. Driffeld. The four new members of the executive committee elected were: C. F. Mullins, L. L. Bromwell, J. N. Reynolds and I. Gutte. The executive committee is: Wm. J. Dutton (chairman), H. R. Mann (ex-officio), Geo. E. Butler, W. S. DuVal, Homer Craig, C. F. Mullins, L. L. Bromwell, J. N. Reynolds and I. Gutte. The committee on fire department, fire ordinances and water supply is: D. J. Staples, Edward Brown, Robt. Dickson, Chas. R. Story, Chas. A. Laton, I. Gutte and Rudolph Herold, Jr.

—One hundred and fourteen companies reporting to the Connecticut insurance department for 1893, as compared with 113 companies for 1892, show a decrease of \$6,678,893 in surplus, and a decrease of \$772,968 in assets. Fire risks in force (\$16,674,681,447) increased \$435,938,102.

—There is never any trouble in collecting fire insurance money when the insured asks for the amount of his actual loss as covered by the policy. It is only when he asks for more, and a good deal more—a la Buyer & Reich claim—that the insurance companies refuse to pay and go into court.

—Mutual Reserve Fund.—The chief objection to the policies of this assessment association is the character of the management back of them. For proof of this statement we refer the reader to a court's charge to a jury in a recent case, as printed in the April Coast Review. Every "member" of the association should read and reflect. What kind of insurance is furnished by any company employing such a defense to defeat a claim?

—The agency of the Milwaukee Mechanics Ins. Co. has moved to new and handsomely fitted offices at 410 California street. The general agents, Warren & Lanktree, displayed excellent taste in the selection of furniture and the decorations generally. Solid oak counters and desks, with private office of same, with French plate glass, makes very attractive quarters for the new general agency. These gentlemen are now prepared to furnish policies on desirable risks at current rates, backed by two million assets and one million net surplus.

—Major Christensen.—The Major is an old Californian, and has long had a desire to renew his residence there. He will be missed in St. Louis, for he has been prominent here for many years. The very best people of this great city valued his acquaintance and friendship. Always unassuming and retiring in disposition, he was, nevertheless, a man of decided action with whatever he undertook and, to quote the remark of an old friend, "you always knew where to find him." His loyalty to the company which he served so well was like his loyalty to his friends—it was unbounded and unwavering. The American Central has not lost Christensen—he merely serves it in another field, and he carries with him the full confidence of all its officers and the best wishes of all his former associates and his many St. Louis friends.—Western Insurance Review.

—Hine's Ten Year Expiration Book, good for 10 years, \$2.50, at this office.

—Geo. Bayley of Oakland, who was killed by an elevator accident in this city last month, had \$165,000 life and accident insurance. Of the above amount, \$45,000 was taken out during 1893. Mr. Bayley was a successful business man and evidently fully appreciated the benefits of life and accident insurance. In addition to his insurance he left an estate of \$100,000.

—Portland has bought a "double 60" chemical engine for Holladay's addition. A four-wheeled horse-cart, with driver and call foreman, will be furnished Sunnyside. The purchase of 70 additional fire hydrants has been authorized. Bangor ladders, roof-cutters, "circulating" nozzles, etc., will be added to the fire department.

—"The Sydney Record" speaks of "Mr. Herbert Polget, the chairman of the library committee of the F. U. A. P."

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HENRY WILLIAMS, Vice-President.

J. DALZELL BROWN, Secretary and Treasurer.

This Company is authorized by law to act as Executor, Administrator, Guardian, Assignee, Receiver or Trustee. It is a legal depository for court and trust funds. Will take entire charge of real and personal estates, collecting the income and profits, and attending to all such details as an individual in like capacity could do. Acts as registrar and transfer agent of all stocks and bonds. Receives deposits subject to check and allows interest at the rate of 2 per cent. per annum on daily balances. Issues certificates of deposit bearing fixed rates of interest.

Receives deposits in its savings department and allows the usual rates of interest thereon.

RENTS SAFES

inside its burglar-proof vaults at prices from \$5 per annum upward, according to size. Valuables of all kinds may be stored at low rates.

Wills Drawn and Taken Care of Without Charge.

Ætna Life Insurance Company.

Forty-Fourth Annual Statement.

January 1, 1894.

ASSETS, January 1, 1893, at cost \$37,117,511 99

RECEIPTS IN 1893.

| | | | |
|-------------------------------|----------------|----------------|-----------------|
| Premiums | \$4,695,744.58 | | |
| Interest | 1,994,936.95 | \$6,690,681.53 | |
| Premiums [Accident] | \$113,988.57 | | |
| Interest [Accident] | 5,403.99 | 119,392.56 | \$ 6,810,074 09 |
| | | | \$43,927,586 08 |

DISBURSEMENTS IN 1893.

| | | | |
|---|-----------------|--|-----------------|
| Death Claims | \$ 1,872,116.88 | | |
| Matured Endowments | 882,231.24 | | |
| Dividends to Policyholders | 719,840.71 | | |
| Surrendered Policies | 428,981.15 | | |
| Commissions | 564,951.07 | | |
| Agency Expenses, Medical Examinations, and all other expenses | 308,067.12 | | |
| Dividends on Stock, earned in Stock Department | 187,500.00 | | |
| Taxes | 127,179.39 | | |
| Death and Indemnity Claims [Accident] | 35,410.74 | | |
| Expenses [Accident] | 50,400.22 | | |
| | | | 5,175,778 52 |
| Assets, December 31, 1893, at cost | | | \$38,751,807 56 |

ASSETS.

| | | | |
|--|---------------|--|-----------------|
| Real Estate acquired by foreclosure | \$ 279,001.65 | | |
| Office Building | 250,000.00 | | |
| Cash on hand and in Banks | 3,544,287.67 | | |
| U. S. Bonds | 435,875.00 | | |
| Railroad and other Stocks and Bonds | 1,551,289.88 | | |
| Bank Stocks | 1,037,546.04 | | |
| State, County, City, and Town Bonds | 8,746,025.90 | | |
| Mortgages secured by Real Estate, valued at \$78,376,333 | 20,859,511.14 | | |
| Loans on Collaterals (market value \$818,605) | 625,967.40 | | |
| Loans on existing policies, the present value of which exceeds \$3,932,000 | 1,376,233.00 | | |
| Agents' Balances, and Bills Receivable | 46,069.88 | | |
| Assets, December 31, 1893, at cost | | | \$38,751 807 56 |
| Interest due and accrued, December 31, 1893 | 543,202.48 | | |
| Premiums in course of collection (less 20 per cent) | 142,612.94 | | |
| Quarterly and Semi-Annual Premiums (less 20 per cent.) | 207,526.00 | | |
| Market Value of Securities over cost | 622,803.92 | | 1,516,145 34 |
| Gross Assets, January 1, 1894 | | | \$40,267,952 90 |

LIABILITIES.

| | | | |
|---|---------------------------|--|-----------------|
| Losses and Claims awaiting further proof, and not yet due | \$ 265,579 59 | | |
| Dividends to Policy-holders, not due | 443,322 06 | | |
| Premiums paid in advance | 4,954 26 | | |
| Bills payable | 7,146 87 | | |
| Reserve on Life, Endowment, and Term Policies, (Actuaries' four per cent. standard) | \$ 33,218,815 00 | | |
| Less value of Policies of Re-Insurance | 44,650 00 | | |
| Reserve on Accident Policies | 45,863 03 | | \$33,941,030 81 |
| Surplus as regards Policy-Holders | | | \$6,326,922 09 |
| Life, Endowment, and Term Policies in force January 1, 1894, 82,745, insuring | | | 135,450,722 94 |
| Life, Endowment, and Term Policies issued and revived in 1893, 11,748, insuring | | | 23,381,374 00 |
| Accident Policies issued in 1893 | 7,236, insuring | | 26,033,450 00 |

MORGAN G. BULKELEY, President

J. C. WEBSTER, Vice-President

J. L. ENGLISH, Secretary

H. B. HOUGHTON, Manager for California and Nevada.

JOHN H. STEVENS, Metropolitan Agent Accident Department.

212 Sansome Street,

San Francisco.

The Coast Review.

A MONTHLY JOURNAL

DEVOTED TO

ALL KINDS OF INSURANCE THAT INSURES.

TWENTY-FOURTH YEAR OF PUBLICATION.

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JUNE, 1894.

NO. 6.

Digest of Fire Insurance Decisions. Fire.

PAYMENT OF PREMIUMS.

Western Home v. Richardson, Neb. S. C.—An agent of an insurance company, duly authorized to take and approve risks and to insure, issued a policy of insurance, extending credit for the premium, although the policy acknowledged the payment thereof. Prior to any loss, the full amount of such premium was tendered by the insured to such agent, but the money was not received, owing to the fact that the latter was about to enter a railroad car, and would not accept the money. Before the agent returned home the property was destroyed by fire. Afterwards, but prior to instituting suit on the policy, the amount of premium was paid to the company, and the same was retained by it, with full knowledge of all the facts. Held, that such payment related back to the time the tender was made to the company's agent, and that the company could not avail itself of the condition contained in the policy that "this company shall not be liable by virtue of this policy, or any renewal

thereof, until the premium therefor shall be actually paid," to prevent a recovery.

In an action to recover for a loss under a policy it is competent for the insured, who was acquainted with the value of the property destroyed at the time of the fire, to testify as to such value. 58 N. W. R. 596.

• POLICY VOID IN UNAUTHORIZED COMPANY.

Wood v. Cascade, Wash. S. C.—In an action on a policy the answer alleged that defendant was a Washington corporation; that the policy was procured by an insurance broker of New York city, and issued to plaintiffs, residents of New York, and covered property there; that by the laws of New York policies by companies not having complied with the insurance laws were void; that defendant had not complied with the laws; and that the policy was issued, delivered, and received in violation thereof, and was not procured in the manner authorized thereby. Held, that the answer was not demurrable, since it sufficiently appeared that the contract was executed in New York, and was therefore void. 36 P. R. 267.

CHANGE OF TITLE. WAIVER.

Phenix v. Hart, Ill. S. C.—A policy on a farm building declared that any change in the title, possession, or interest of the insured in the property without consent indorsed on the policy would render it void. The insured mortgaged part of the farm, but not the part on which the house stood, and asked the company's local agent whether it was necessary to have the company's consent indorsed on the policy. Held, that the agent's reply that such indorsement was not necessary was a waiver by the company of the condition.

A stipulation that the conditions of the policy can be waived only by the general agent in writing does not render an oral waiver by a local agent inoperative, since such stipulation may itself be waived. 36 N. E. R. 990.

PROMISE OF AGENT.

Stewart v. Helvetia Swiss, Cal. S. C.—Where a local agent, having no actual or ostensible authority to renew a policy, fails to perform his promise to inform the company of assured's offer to renew, the company is not liable for a loss after expiration of the old policy. 36 P. R. 410.

THRESHER "IN USE."

M. T. M. Co. v. Firemen's, Minn. S. C.—The defendant insured against loss by fire a threshing machine engine and separator "while not in use." The property, which had not been used for threshing for some two weeks, was hauled out into the country, and left standing near a farm house, preparatory to its intended use a few days later, and, while standing there, the separator was destroyed by fire. The fire was not caused by any hazard incident to the actual use or operation of either the engine or separator. Held, that the property was not "in use" within the meaning of the policy. 58 N. W. R. 819.

CHANGE OF TITLE.

Virginia v. Thomas, Va. S. C. A.—A policy contained the usual clause avoiding the policy if there were any change in title or interest of the assured, unless the

company was notified in writing. The firm insured (*T. & Co.*) consisted of *T.* and *Mrs. S.*, whose interest in the concern was conducted by her husband. *Mrs. S.* died, leaving all her property to her husband for life, remainder to her child, and the business was conducted as before her death until the fire occurred six months later. Held, that there was no such change in title or interest as to avoid the policy.

PROHIBITION OF MANUFACTURING.

A policy insuring a tin shop permits such manufacturing as is usually carried on in such shops, though there be a provision in the policy against manufacturing establishments. 19 S. E. R. 454.

REPAIRS BY OWNERS.

Insured was a Tenant.—*Mechanics v. Hedge*, Ill. S. C.—In the printed part of a policy insuring chattels belonging to a tenant of part of a building was a provision that "mechanics will be allowed to make ordinary alterations and repairs to buildings, not exceeding fifteen days, during the term of this insurance." It appeared that the same form of policy was used in insuring realty and personality. Held, that the clause in question did not apply to repairs to the building made by the owner. 37 N. E. R. 51.

Life.

WIFE'S INTEREST.

Sheets v. Sheets, Colo. C. A.—Where a policy on the life of a married man is issued for the benefit of his wife, to whom he is largely indebted, and who pays all the premiums except the first, the policy is the property of the wife, who is entitled to retain, as against the insured, the proceeds of a surrender of the policy. 36 P. R. 310.

CREDITOR'S TITLE. SURRENDER.

Hicks v. National, U. S. A.—A policy had been pledged as collateral security for a loan. After the death of the assured, his executors tendered to the creditor the amount of the loan, with interest, and demanded the policy. He refused to deliver it up, and the insurer, with full

knowledge of these facts, procured a surrender of the policy from the creditor to itself. Held, that the tender extinguished the creditor's title to the policy; and, as the insurer acquired by the surrender no greater rights than he had, it is liable to an action at law on the policy by the representatives of the assured. 60 F. R. 690.

Accident.

VOLUNTARY EXPOSURE.

Keene v. New England Ass'n, Mass. S. J. C.—In an action on a policy, it appeared that assured undertook in the daytime to cross railroad tracks at a station at a place where they were commonly crossed by people with the permission of the company, and that he was struck and killed by detached freight cars which had been "kicked" along the track, the sight of which was cut off by an umbrella he was carrying to protect himself from rain. Held, that the assured's acts were not necessarily a violation of conditions in the policy providing that no claim under it should be valid in case of death resulting from "any voluntary exposure to unnecessary danger, hazard, or perilous adventure," and requiring the assured "to use all due diligence for personal safety and protection;" and the question of such violation was for the jury. 36 N. E. R. 891.

We are drifting toward specialism. Twenty years ago we had physicians who were all-around physicians—pulled a tooth or sawed off a leg with equal facility. But what would do twenty years ago would not meet the demands of to-day, and we must have specialists, must have men who make special study of the different branches of the insurance business, and make some particular branch their life-study. I believe the time is coming when we must give our entire attention to some particular branch of the business, to the exclusion of the others, if we wish to succeed.—B. Faymonville.

THE "ALL ROUND MAN."—I would rather have a well trained and rounded man in the business than a one-sided man. I believe they are of more value to the

profession. I believe a young man should go out into the country and learn to handle the men who are local agents, how to inspect risks and find out the physical hazard.—Watt.

Life Notes.

We make a long extract from the Connecticut insurance report elsewhere, and recommend its perusal. The "high commissions" gong must be beaten until the rebate gang is beaten.

* * *

The Insurance Journal of Hartford criticises the Spectator's "Codex," as follows:

"A hasty glance at the contents of the book reveals some inaccuracies of statement, as for example the author says: 'The reserve is generally defined as such a portion of the accumulated premiums as would suffice to purchase the insurance of the policy in another company.' That is about as unscientific and unintelligible an account of the unearned premiums in life insurance as could well be made. On page 55, also, the author says 'Life insurance policies at the present time are usually incontestable for any cause after they have been in existence one, two, or three years, as may have been specified.' This is true of some companies, but it is not true, as a rule, of the policies of life insurance companies. We do not know, either, what Colonel Thomson means by saying that a period of 150 years was covered by the observations that resulted in the production of the Actuaries' and the American Tables. The Actuaries' or combined-experience table, was the experience of a few English offices; and the American table was mainly the experience of the Mutual Life for a very limited number of years. On the whole, we do not think Colonel Thomson's book will bear out the flattering words said of it by his fellow-colonel; although it may be found a very useful book for agents to read, provided they do not believe it too implicitly."

* * *

An Easterner has presented to the National Association of Life Underwriters a "loving cup" of silver to be presented to the writer of the best paper setting forth the practical good of life associations. It is time that such good should be demonstrated. In the face of 75 per cent. commissions on new business and universal rebating in consequence, it may well be

doubted whether the associations accomplish any practical good. The promotion of good fellowship and the smoothing of business "edges" by these associations will be cheerfully conceded. But have they reduced rebating? have they even developed any sentiment against extravagant commissions? It is true the associations have caused to be enacted laws against rebating in several states, and in two or three instances have secured the conviction of an obscure offender; but nobody will seriously affirm that rebating has been checked by the law, or that these nominal convictions deter any agent or solicitor from breaking the law. Nevertheless The Coast Review favors these life underwriters' associations, and heartily wishes there was one in San Francisco.

* * *

One of the strongest reasons to be urged in behalf of life insurance is that it is a justification of liberal living to the conscientious man. The colloquial phrase, "Be good to yourself," is a significant one, if we give it a moment's thought. A man may deal justly with others and not with himself. He may not be "good" to himself. Certainly he is not treating himself fairly if he always practices close-fisted economy and denies himself the little comforts and luxuries which conduce so much to his well-being. The stingy man, too, no matter what the plea of family and uncertainty, loses somewhat of his self-respect. He must necessarily be as well as seem small and mean. With life well insured a man is measurably released from those moral obligations which urge him to mean economies and unwholesome self-denials. Having capital by virtue of his life insurance policy, he can afford to be good to himself and live in the generous fashion which promotes generous sentiments and long life. This is worth thinking about, you man without life insurance.

* * *

The Order of Tonti, an Eastern endowment scheme, has failed. This variety of the genus hum-m-m-bug is almost extinct. A few years ago there were twenty or

more on the Pacific Coast. Now, so far as we know, there is none. The Coast Review in those days was full of warnings against these frauds. Now we roar very gently indeed. The enemy is making his last kick. We were reminded of this endowment gambling craze and its temporary nature the other day, on seeing a peddler drive by in his wagon. Several years ago he gave up peddling and organized an "endowment union." Everything went along swimmingly for awhile. The peddler was appareled fashionably, sported a gold-headed walking stick, and bought a box at the opera. After a time pay-day came, and now the peddler wears "store-clothes" and rides in a wagon.

* * *

At the recent meeting of the Chicago Life Underwriters' Association Thornton Chase of the Union Mutual Life Ins. Co. said:

An agent once asked me a question, "Why is it so difficult to induce men to insure their lives when the advantages to them are so many and evident?" The reply was, "Because of selfishness and the length of contract."

Every man thinks that in taking life insurance he is doing something for someone else. Even if it is an endowment for his own benefit he feels that he is providing for some other fellow, namely, himself fifteen or twenty years hence, when, of course he will have so prospered and won in humanity's contest that he will have no need for insurance endowments.

Again, the profits in the business to him who could influence and persuade men (through the greed and rivalry of companies for rapid increases), became large enough to induce sharpers, "lightning strikers" and "confidence men" to join the ranks of agents—men who knew not of the existence of honor or truth and who, with sleek address, smooth tongue and plausible argument played upon the avarice of the tens of thousands; cultivated the mushrooms of "something for nothing" and sowed the seeds of distrust broadcast.

Devices innumerable have been employed, without regard to their result upon the public, to decoy men within the reach of the agent's seductions. Imagine the effect upon one of your prospects, gentlemen, if he should happen

to read the following advertisement which appeared in the Chicago Sunday Tribune of May 6, 1894:

\$25.00. PAID TO PARTY giving name of friend who will take life insurance. Address A 551, Tribune Office."

The wonder, the amazement is that life insurance can now be sold at all!

* * *

We print this month a very convenient five-year table of the financial condition and the general and California business of all life insurance companies writing new business in this field. Attention is called to the fact that the assets and surplus columns are made up from the New York insurance report, and do not include unadmitted assets, such as the companies themselves have a right to claim and to advertise. To secure uniformity year after year, and at the same time deal fairly with all, the table is restricted to the "official" figures. This table shows the condition and progress of the companies in essential particulars, and at the same time gives the California new business and renewals and insurance in force. Much information is conveyed in a very little space.

* * *

The new commissioner of the Michigan insurance department is passing kind. In making his first annual report he says: "I refrain from making any criticisms relating to the old line life companies." This is generosity itself. But wait until Mr. Giddings is officially two years old, and he catches the old-liners alone.

* * *

The Ancient Order of United Workmen now has some 300,000 members. We recall the fact that a few years ago an old-line general agent solemnly and emphatically and repeatedly declared that this modern A. O. U. W. would never, never see the day when it could claim 200,000 members. He does not like to be reminded of this rash prophecy. The Ancient Order of United Worked Men is slowly adding to its membership and rapidly increasing its obligations. The death-rate is increasing, and the older state

branches are dependent on the charity of the national or grand lodge, which assumes part of the mortality claims of the afflicted state organizations. All the older state lodges are decaying. Great will be the crash of the order as a whole some day.

* * *

"Thrift," an assessment champion, thinks 1894 will be "the banner year" for the Mutual Benefit Life Association of New York. If Thrift means the sheriff's banner, we are ready to agree with it. The reinsurer of the Home Benefit is advancing backward. Its retrograde movement has attracted the attention of the insurance department of New York, which is now examining into the condition of this assessment invalid.

* * *

Dr. Meyer, the insurance swindler, has been found guilty of murder in the second degree. His wife will be tried this month. These people insured the lives of men who supposed themselves married to Mrs. Meyers, and then, it is alleged, the two conspirators poisoned the victims and collected the insurance. These murderous wretches have been discovered. How many equally guilty may never have had their crime detected?

* * *

ITEMS.—Geo. B. Woodward, for twenty years secretary of the John Hancock Mutual, has just been elected secretary of the Metropolitan Life of New York.—The North-eastern Life of Manchester, N. H., which has a capital of \$100,000, will reinsure and retire. This is about the first time anybody ever heard of the company, outside of the little Granite State.—It is not improbable that another Eastern life insurance company will open an agency in San Francisco. Armstrong's American Union Life expects to begin business in July.—Now Austria thinks of prohibiting tontine insurance.

Correspondence is solicited and will be carefully edited. Local agents and field men will find these columns a serviceable medium for the interchange of views on current topics.

Accident Notes.

The Preferred Accident is original, aggressive and trustworthy, and The Coast Review is willing all its readers should know it. The larger accident companies have somewhat of the inertia of age and over-confidence, and pushing companies like the Preferred will do them and the business good.

*

The United States Mutual Accident Association has brought suit to test the action of the Illinois insurance commissioner in revoking its license for his state on technical grounds. An injunction has been granted restraining the Illinois official from interfering with the business of the company. Commissioner Durfee waited unreasonably long before taking action in the premises, and then did so after the New York insurance department had set the seal of its approval on the condition of the company and its "new business" contract with the New Jersey investment company. We should think more of Durfee's zeal if he had investigated the double Star Accident of Chicago, now approaching the horizon of failure.

*

The Insurance Advocate says that the Preferred Mutual brought out the first "combination" policy. This was in July, 1891. It is now stated on good authority that the Preferred Accident's premium income for 1894 will exceed \$700,000, an increase over last year of over 40 per cent.

*

The American Employers' Liability is still in the financial mire. After being impaired \$100,000, the New Jersey insurance department notifies the company of the discovery of still further impairment, and asks for \$25,000 more.

*

We print elsewhere a table of the condition and general and California business of accident and fidelity companies in this field. The agents are requested to look over the figures and report to us any errors.

The American Surety is the largest surety company in the world.

*

After all their quarreling competition, the plate-glass companies do not seem to make much money. Their expenditures keep in line with their premiums, and sometimes a little ahead. The plate-glass as high as the Guardian's Pacific Coast expense ratio, which is "out of sight."

*

There was a rumor current in the East last month that the Equitable Life was going to take over the business of the Travelers. Officers of both companies deny the rumor. President Batterson says that there are no factions in the management of the Travelers, and that no group of stockholders, dissatisfied or otherwise, controls a majority of the stock.

North British & Mercantile Insurance Company.

In its eighty-fifth year the North British & Mercantile Insurance Company of London is able to present, in the following figures, abundant evidence of its soundness to the very core. The times have been bad for fire underwriting throughout the world, and the North British has felt the effect of these untoward times in some slight degree. But substantially the statement of the company is that of a year ago, as regards business, assets and surplus funds. The differences, whether gains or losses, will not excite comment. Upon the whole, therefore, the statement of the company, as printed elsewhere, is an admirable one.

The total fire assets are \$16,893,939, with \$4,508,715 liabilities. The net surplus is \$8,947,724, making the policyholders' surplus the very extraordinary one of \$12,385,224. The fire premiums in 1893 were \$7,280,800. So far as we can recall, only four fire insurance offices have a fire (and marine) premium income in excess of seven millions. The North British does no marine business. The total income of the fire department in 1893 was \$7,821,161. The total expenditures were \$7,768,999.

The balance was on the right side in a wrong year.

In no part of the United States has the North British done so well as on the Pacific Coast, where, under the management of Tom C. Grant, the company has an annual premium income exceeding a quarter of a million dollars.

New Life Business.

Commissioner Merrill of Massachusetts has something to say on the "excessive cost" of new life business, in his annual report. This cost he declares to be one of the greatest perils of the business; and as the companies will not reform this pernicious practice, there is left no remedy, he says, but the enactment of a statute forbidding any company to pay or allow for the procurement of new business, or in any year, an amount of commission in excess of the expense loading upon the premium. It must be admitted that the racing companies are inviting such legislation.

Dangerous Cold Lacquers.

WARNING AGAINST THE USE OF NEWLY INVENTED "COLD LACQUER."

The "New England Exchange" has issued a warning respecting "cold lacquers." Formerly lacquers consisted of a simple solution of gums in alcohol. By a recent invention alcohol and naphtha are made to combine by the use of any alcohol, and this cheaper mixture is being extensively used. The smell of the naphtha or gasoline is disguised by chemicals, but the danger in using such lacquer in the formation of explosive vapors is enormously increased. The flashing point of most of these mixtures is below 40 degrees Fahrenheit.

It is proposed where metal working risks use these compounds to insist by warranty that the "supply be kept outside, and that all processes, including drying, be carried on outside of the plant."

Attention of Coast underwriters and inspection bureaus should be directed to inquiry whether these dangerous mixtures are in use by our metal workers. It is possible that the deadly gasoline has found

a new avenue for the introduction of new hazards.

California Decision.

Where property is insured as fixtures, insurance can be recovered thereon, whatever it is as between insured and his landlord. In an action on policy assigned to plaintiff, when insured property was sold to him, defendant cannot show that the sale was in fraud of creditors, and that therefore no title passed.—Clark vs. Svea Ins. Co., 36 P. R. 587.

Classification.

The special committee on classification, appointed by the National Board, and of which F. O. Affeld is chairman, reported as follows:

On the desirability of obtaining a uniform classification of the fire record of the respective cities, it will not be necessary to go into an argument. That the time is now ripe for such a step will be recognized by all who have read of the efforts made on the Pacific Coast in that direction, and have seen the futile efforts made by local district organizations to obtain some idea of what classes were most affected by the abnormal destruction prevailing in the last few years. First, this association made the attempt. Afterwards other individual companies made an effort to get contributions from their confreres in the business regarding the destruction of certain classes of hazards. Then the New England Exchange endeavored to obtain data regarding unprofitable hazards, and finally the Middle Department followed their example, and all with the same lamentable result, which was that the information was of little avail when finally received, because of the want of uniformity in the classifications furnished.

Your committee has found many local agents and, now and then, local organizations who have kept very reliable statistics of the losses of their respective places, and all to whom we have spoken on the subject seem to welcome the idea of having some permanent object, outside of rates and commissions, for which to maintain a local organization and the prospects of utilizing the fire records as a basis for the future regulation of rating and underwriting.

It is very evident that to be of advantage to underwriters doing a business all over the country, a system of classification uniform in all the places, will be necessary, in order to

be of any value for underwriting purposes, or as a means of comparing one place with another.

The committee prepared a system of classification, giving eight principal classes subdivided into direct hazard and exposure hazard, and each subdivided into building and contents. These eight classes are:

- A. Dwellings and contents.
- B. Public buildings and contents.
- C. Storage.
- D. Stables and contents.
- E. Bridges and trestles.
- F. Hotels and boarding houses and contents.
- G. Mercantile and business risks and contents.
- H. Manufacturing risks.

The Patriotic Assurance Company.

The Patriotic of Dublin files a statement with the California insurance department which does the company some injustice, inasmuch as, under a misapprehension of the law, all premiums over ninety days due were excluded from the list of assets, and, consequently, from the surplus. Following are the principal figures in the annual statement: Fire assets, \$1,215,165; policyholders' surplus, \$530,122, though actually \$600,000 in round numbers. Fire premiums last year, \$897,547, a gain of \$62,500. Messrs. Okell, Donnell & Co. are the Pacific Coast representatives of the Patriotic. The Coast premiums of \$88,023 last year were a gain of 60 per cent.

Geo. McConaughy, deputy superintendent of insurance for Colorado, recently made an examination of the condition of the Patriotic, and pronounced it in a sound financial condition, with a net surplus in excess of liabilities and paid-up capital. The Patriotic also has \$7,500,000 subscribed and guaranteed capital.

A local agency paper speaks of the alacrity with which the Chinese in California "catch on," and gravely cites in evidence thereof the fact that in the town of Ventura the Chinese have organized in their "quarter" a fire department con-

sisting of a "cart and 250 feet of hose." The Chinese have been with us since '49, and this is the first time these "quick" people have caught on to the idea of fire protection. Our local agency friend was a little unfortunate in this example.

The Magdeburg Fire Reinsures the Hamburg-Magdeburg Fire.

At a meeting of the board of directors of the Hamburg-Magdeburg Fire Ins. Co. held on April 28th, it was resolved to liquidate the business of the company, and an agreement was entered into with the Magdeburg Fire Ins. Co., of Magdeburg, to take the whole business (assets and liabilities) against payment of *M.* 2,500,000 (\$625,000), the full value of the capital stock of the Hamburg-Magdeburg Fire Ins. Co.

This agreement and proposed liquidation was submitted to the shareholders for ratification at the annual general meeting held on May 17th, and, as per cable advices to the Pacific Coast managers, Messrs. Gutte & Frank, was ratified and completed.

The reason for liquidating the business of the Hamburg-Magdeburg was the fact that the company's capital, \$625,000, was thought too small for the transaction of a satisfactory transatlantic business, and that an increase under the present unfavorable conditions of the insurance business was not practicable.

Under the circumstances the acceptance of the offer of the Magdeburg Fire to purchase the whole business of the Hamburg-Magdeburg Fire, on conditions above named, appeared the easiest way to a liquidation without any loss to the shareholders, while at the same time the Magdeburg Fire, with its great capital, and immense resources, as well as its magnificent organization and connections, is in the position to continue and enlarge the small but good business of the Hamburg-Magdeburg Fire.

As predicted by The Coast Review, the Magdeburg Fire has resolved to do a general agency business throughout the Pacific Coast, and will immediately open up

all that field in which it is not now represented.

Editorial Scribblings.

Several days have gone by without the reinsurance of an American fire office. We take heart.

* * *

The Chronicle of New York prints an extra number containing diagrams showing causes of fires by classes of property. This is a stroke of useful enterprise. The principal causes of fires are stoves, flues, matches, lamps, gas jets and lightning. Remarkable, isn't it, that fire is the chief cause of fires. Friction is the cause of half the fires in woolen and worsted mills. These diagrams are interesting and suggestive to underwriters, and would certainly be useful if they could be given circulation among property-owners.

* * *

The Standard scooped all its contemporaries in announcing the withdrawal of the Guardian from the United States, and then the Boston paper in its next issue denied the truth of the announcement, and apologized. The Guardian has since shaken the dust of Yankee Land from its dirty feet. Imagine the Standard man's chagrin! We suggest as the only possible assuagement of his irritation that he immediately challenge the editor of the Spectator—before dinner.

* * *

The numerous Lloyd schemes are troubling the Eastern underwriters—needlessly, it seems to us. These irresponsible ventures stand to legitimate fire insurance somewhat as the co-operative schemes stood to legitimate life insurance several years ago. The "relation" was irritating but not injurious, and the parasite infliction worked its own cure. To-day there is no such thing as assessment insurance, virtually, and before long there will be no such thing as Lloyd's insurance—at least, not as it now exists. Wait until a few severe losses are incurred, and down will tumble the Lloyds sham. Whatever follows in the form of Lloyds will be suffered to exist only under wholesome restric-

tions, and will compete for business on equal conditions as to responsibility and taxation. It is not impossible that this Lloyds flurry will work out a cure for the broker evil, or at least shear these middlemen of their strength.

* * *

"Insurance" of New York is doing powerful service in exposing the new fire Lloyds.

* * *

The prosperity which the country was promised as the result of the repeal of the wicked Sherman bill has not registered anywhere yet. Gold eagles continue to fly to Europe, and the credit of the nation is not a whit better than when the government was buying thirty millions of white metal yearly. Perhaps we gold-bugs were not mathematically correct in our conclusions. Perhaps the richest nation in the world was rich enough to buy and store and place behind its paper issue thirty to forty million dollars worth of silver a year at market rates. Perhaps the silver-purchasing act was not the cause of all our financial ills and the increased fires and decreased premiums. We confess, as a disappointed gold-bug, that we are just a little bit weak-kneed.

* * *

The underwriters are not complaining of the water supply in Portland, Or., the citizens whereof now go about the streets in boats. Fire engines have been placed on rafts. The river has its back up, and the flood is the highest on record.

* * *

The withdrawal of the Guardian from the United States will not be regretted if it does not prove a bell-wether example and demoralize other and honorable foreign companies. The business interests of this country require all the fire insurance capital now represented; and, the times being unfavorable for the organization of new American companies, the withdrawal of much foreign capital at this time would work a hardship to both property-owners and underwriters. The general effect would be demoralizing.

We believe that fire underwriting in the United States is now on the turn of the tide. Business is improving, losses are declining, and confidence will be restored when the Washington talking-machine adjourns. Congress must soon do its best—or worst, or confess that it is unable to do anything. The writer is just optimist or pessimist enough to believe that in any event—action or inaction by congress—the business interests will not now be seriously affected, and that with uncertainty displaced by certainty business of all kinds will immediately revive. There are good times ahead for underwriters, and not far ahead either.

* * *

On the Pacific Coast the business depression was not felt as soon nor as severely as in the East, and the recovery will probably be correspondingly later. Money matters are in a better shape, collections are easier, but business generally is very quiet. There was a considerable falling off in premiums last year, and head office managers must expect a corresponding decrease this year. The expected improvement of business will come too late, if it comes at all this year on the Coast, to bring the average agency premiums up to the old standard.

* * *

Here in California a number of classes of risks, as wool and woolen goods, growing grain and farm business, and dependent industries, will contribute far less than usual to the total premium income; and the same unfavorable conditions prevail in the Pacific Northwest. Merchants and manufacturers are carrying small lines of insurance because they are carrying small stocks of goods; and the careful underwriter is writing smaller lines on such hazards, excepting where the moral hazard is undoubtedly first-class.

* * *

There is no good reason for the discouragement of either the local or general agent, providing, of course, that the home office managers are not too exacting in their demands for "volume" of business.

Of all times the present is the most unfavorable for mere "volume" in this field. There should be no feeling of discouragement, we repeat. This Pacific Coast is a magnificent country with an incomparable future. Its advantages will always make it a prosperous section of the Union. We expect a rapid growth in population and wealth in California, Oregon, Washington, Idaho and Montana, in particular, soon, and Utah and Colorado and Arizona and New Mexico will not be far behind in this wholesome expansion. The day is not far distant when the premium income from the Pacific Coast and Rocky Mountain territory will be \$20,000,000 a year, with the lowest average loss ratio of the several sections of Columbia's territory. The era of better buildings has already begun, and the moral hazard will be even better than the physical hazard.

* * *

The National Board's committee of statistics of fires for 1893 in American cities of 20,000 or more population does not seem to have succeeded remarkably well. When the underwriters' fire patrols do not gather the information wanted, it cannot be expected that the fire departments will have done so. The committee's statistics, though greater than in previous years, are still meagre. For example California is credited with four cities with 20,000 or more population, and only one (San Francisco) has full fire statistics. Oakland's figures are merely: square miles, 10; population, 60,000; alarms, 129; fires, 122; loss, \$136,436; fires, per 1,000 pop., 2.03; loss per capita, 2.27. This is not particularly instructive to underwriters. Massachusetts statistics are most nearly complete. New York state, "under the committee's nose," is among the least satisfactory returns.

* * *

Portland, Or., is credited with 40 square miles area and 90,785 population, and with 474 brick or stone buildings and 14,000 frame buildings. The city is charged with 36 brick or stone fires and 186 frame fires, of which 223 were confined to build-

ing and 202 to floor. Total property loss, \$155,459, nearly all (\$136,560) of which was covered by insurance. Loss per capita, 1.71; fires per 100 buildings, 1.57.

* * *

The Seattle loss per capita was 1.36, and the number of fires per 100 buildings 2.94, against Spokane's 3.73 and Tacoma's 1.33. Ogden's loss per capita was 5.46, and Salt Lake City's, 2.33; Butte's, 3.34, with 4.02 fires per 100 buildings; Pueblo fires, 3.43 per 100 buildings; San Francisco fires, 1.08 per 100.

American Branches of British Fire Offices.

Twenty-three British (and Irish) fire offices have United States branches, all but two of which have assets invested in this country. We review these branch statements as follows:

THE ALLIANCE.

The United States manager of the Alliance of London is N. T. James, and the American headquarters of the company are in San Francisco. The Alliance has invested in the United States \$920,982, of which \$733,963 is surplus. Assets and surplus gained somewhat last year. The American premium income of the Alliance is a quarter of a million, derived chiefly from the Pacific Coast. The Alliance, it will be recalled, took over the business and assets of the Union of San Francisco, and it now owns, and its United States branch office is in, the old Union building, on California street. The Alliance has some seven millions of fire assets.

THE ATLAS.

The head office of the United States branch is in Chicago. The Pacific Coast manager is Frank J. Devlin. The Atlas has \$758,149 in this country, and \$328,130 of this is surplus. The American premiums last year were \$477,682, a gain of over \$121,000. The American business is growing rapidly. The Atlas has made money on the Pacific Coast. Its annual statement is an attractive one. The Atlas has nearly \$3,000,000 fire assets.

THE CALEDONIAN.

The United States branch of this Edin-

burgh company has headquarters in New York. The Caledonian does a large business in the United States (\$1,610,725 premiums last year), and for the special protection of its American policyholders it has \$1,879,499 invested in this country, and over a fourth of this goodly sum is in excess of liabilities. The Pacific Coast business increased last year. Geo. W. Spencer is the manager in this field.

THE COMMERCIAL UNION.

American headquarters in New York. Nearly a million surplus out of three-and-a-half millions of assets. The American premiums have been nearing the three million point during the last three years. Since 1886 a million dollars has been—or, as our English cousins would say, have been—added to the American assets. The Commercial Union took in \$350,000 in Coast fire premiums last year under the management C. F. Mullins. The fire assets of this great London company aggregate \$9,438,961, with \$4,107,599 net surplus.

THE IMPERIAL.

This London office is over ninety years old. Its American statement is a strong one, but that is no reason why the Imperial should not file its home office figures as well as its branch office figures. The American branch figures are: Assets, \$1,847,272; surplus, \$762,805, a gain of \$42,000; premiums, \$1,160,734; Pacific Coast premiums, \$167,107. The Pacific Coast manager is the well-known Wm. Sexton, with R. C. Medcraft as sub-manager.

THE LION.

The headquarters of the United States branch of the Lion are in Hartford, with Martin Bennett as manager. Wm. Sexton is also the Pacific Coast manager of the Lion. The American figures are as follows: Assets, \$868,915; surplus, \$379,800; premiums, \$578,572. The Lion's American branch increased its surplus last year, which is something to boast of.

THE LIVERPOOL & LONDON & GLOBE.

Nearly half of the fire assets of this great English office are invested in the

United States, and seven-tenths of its fire premiums are derived from its American business. It leads all companies in American fire risks in force, and in premiums received and losses paid last year, and it ranks first among foreign companies in amount of assets invested in the United States and in surplus. The American premium income of the Liverpool & London & Globe last year was \$5,690,877, a gain of nearly \$300,000. Chas D. Haven is the Pacific Coast manager, with C. Mason Kinne as assistant manager.

THE LONDON & LANCASHIRE.

Every year shows an advance in the assets of the United States branch of the London & Lancashire. This is creditable. Noteworthy gains are annually reported in other respects. Such figures as the following always attract attention and favorable comment: Assets, \$2,641,029; surplus, \$678,832; premiums, \$2,034,618. In the last five or six years the United States branch of the London & Lancashire has doubled its business, and has always kept its surplus up to a high notch. It will be remembered that this successful Liverpool office reinsured two California companies, to-wit: the Anglo-Nevada and the Southern California. The London & Lancashire stands at the head of all foreign companies in premiums passing through the San Francisco office. The Coast manager is Wm. Macdonald, who is assisted by D. E. Miles.

THE LONDON ASSURANCE.

Available assets, according to the New York insurance report, \$1,603,602—that is, of the United States branch: liabilities, \$988,788, which leaves \$615,000 “available” surplus for the prompt settlement of all ordinary and extraordinary losses. Premium receipts last year, \$989,485. The London Assurance has \$56,250 deposited in Oregon. The home office fire assets are nearly nine millions, with \$6,600,000 surplus to policyholders. Geo. F. Grant is the manager of the Pacific Coast department. The Coast business gained several thousand last year.

THE MANCHESTER.

The United States branch of the Manchester gained \$200,000 in premiums last year, and added \$300,000 to its assets. That was doing pretty well. While the Manchester has been represented many years on the Pacific Coast, it has had an Eastern branch only four years. The American headquarters are now in Chicago. The Manchester's American figures are: Assets, \$2,085,549; surplus, \$493,169; premiums, \$1,675,131. Geo. W. Spencer is the Pacific Coast manager of the Manchester (Balfour-Guthrie general agency). The premiums from the Coast business last year (\$219,724) were the largest ever received by the company in this field. Every year shows an increase in business. The Manchester has nearly four million dollars assets.

THE NATIONAL ASSURANCE.

This old Dublin company has recently organized a United States branch, which now makes its first annual report as follows: Assets, \$217,219; surplus, \$156,904; premiums, \$85,615, all from the Pacific Coast. H. M. Newhall & Co. are the general agents. Under their conservative management the National has made money in this field. The National has a million and a half of fire assets, a half a million of paid up capital, and an annual premium income of a million and a quarter.

THE NORTH BRITISH & MERCANTILE.

About one-fifth of the fire assets of the North British are invested in, and about one-third of the premiums are derived from, the United States. The American branch has \$3,419,141 assets, \$1,005,588 surplus, and \$2,402,078 premium income. Under U. S. Manager S. P. Blagden the North British has been doing an increasing business, though in the last three years, which have been exceptionally bad, the losses have been heavy. Tom C. Grant is the general agent in this field.

THE NORTHERN ASSURANCE.

The United States branch of the Northern Assurance of London reports gains in assets, reserves and premiums. The branch figures are: Assets, \$1,657,091;

surplus, \$440,472; premiums, \$1,252,373. The Northern has over four millions net surplus. What more need be said? Geo. F. Grant is the Pacific Coast manager. The gain in Coast premiums last year was large, and the loss ratio was a very moderate one. Every year shows a notable increase of business in Manager Grant's general agency.

THE NORWICH UNION.

The United States branch of the Norwich Union, centered in New York and under the management of J. Montgomery Hare, makes a stout showing of American resources, security and business, as: \$1,823,461 assets; \$410,415 surplus; \$1,535,786 premiums. The business of the company in this country has increased 50 per cent. in the last five years. The Coast premiums in the same time have made a greater gain. Rolla V. Watt is now the Pacific Coast representative. The Norwich Union has over five millions of fire assets and \$1,716,465 net surplus.

THE PALATINE.

The United States branch of the Palatine, of which Wm. Wood is manager, is only three years old, but already it ranks with the foremost in assets and business. Observe these branch figures in proof of this assertion: Assets, \$2,255,974; surplus, \$507,349; premiums, \$2,314,554. Companies long established in the United States have not half so great an American income. The Palatine has some four-and-a-half millions assets. Under Chas. A. Laton's management the Pacific Coast department has already attained a premium income of \$378,426, a sum exceeded by the Coast premiums of only two foreign offices. Manager Laton's general agency stands sixth on the list of San Francisco agencies in the amount of '93 Coast business.

THE PHENIX ASSURANCE.

The general movement of the yearly figures of the United States branch, of which A. D. Irving of New York is manager, is an upward one, with the steady maintenance of a handsome surplus ranging from a half million to six hundred thousand. The Phoenix has some two and

a half millions of assets invested in the United States, and derives nearly two millions of premiums yearly from the American business. On the Pacific Coast, where the company is represented by Butler & Haldan, the Phoenix has been steadily gaining in business. Last year's Coast premium income (\$194,394) was a gain of nearly \$21,000.

THE ROYAL.

The Royal's United States branch, under the management of E. F. Beddall of New York, is one of the four British companies which report an increase of American assets, surplus and premiums. The Royal ranks third in the amount of American business, and leads all foreign companies in losses paid since admission to the United States. The Royal's American figures are: Assets, \$7,469,681; surplus, \$2,195,842; premiums, \$4,925,131, a gain of nearly \$200,000. Assets and surplus made corresponding gains. The American business of the Royal has more than doubled since 1885. The Pacific Coast department of the Royal is now under the management of Rolla V. Watt.

THE SCOTTISH UNION & NATIONAL.

This company also, under the management of M. Bennett, reports gains in the assets, surplus funds and premiums of its American section. Premiums increased some \$378,000, with similar gains in assets and surplus. The United States branch figures of the Scottish Union & National are briefly as follows: Assets, \$2,543,248; surplus, \$1,421,505; premiums, \$1,269,453. Since 1890 the American business of this Edinburgh office has increased 100 per cent. In the same time, under the management of W. J. Callingham, the Pacific Coast business has increased 140 per cent. The Coast premiums last year were \$240,580.

THE UNION.

The American branch of this 180 years old London company is likewise one of the four foreign companies with gains in the several departments of its annual statement. The Union's American branch has been established only three years, but

it makes a very respectable showing of investments and business, with gains ranging from 50 to 100 per cent. Catton, Bell & Co., the Pacific Coast agents, transact over one-fourth of the American business of the company, but, of course, at the rate the Union is extending its business in the East that proportion can not be long maintained. Catton, Bell & Co., the Coast general agents, are doing remarkably well. They increased their premiums from \$77,862 to \$120,540, last year.

Foreign Companies' Figures.

The following figures are taken from the Coast Review Insurance Chart:

| | Fire Assets | Premiums | Loss Ratio |
|-----------------------|--------------|--------------|------------|
| Aachen & Munich . . . | \$ 4,937,490 | \$ 1,606,674 | 65.6 |
| Atlas | 2,836,290 | 1,738,647 | 61.1 |
| Baloise | 1,000,385 | 526,399 | 66.7 |
| Commercial Union . . | 9,438,961 | 6,355,072 | 65.2 |
| Helvetia Swiss . . . | 1,826,658 | 669,698 | 51.7 |
| Liv. & Lon. & Globe . | 20,901,075 | 8,141,124 | 65.7 |
| London Assurance . . | 8,707,727 | 3,371,462 | 69.1 |
| Magdeburg | 4,341,988 | 3,658,098 | 68.6 |
| Manchester | 3,978,838 | 3,118,577 | 61.9 |
| New Zealand | 2,665,166 | 1,393,105 | 57.4 |
| North British | 16,893,939 | 7,280,800 | 66.0 |
| Northern Assurance . | 8,106,869 | 3,581,533 | 64.2 |
| North German . . . | 1,032,363 | 620,412 | 55.2 |
| Norwich Union . . . | 5,225,496 | 4,443,780 | 69.9 |
| Patriotic | 1,215,165 | 897,547 | 77.9 |
| Royal | 20,847,148 | 10,367,275 | 70.0 |
| Royal Exchange . . | 10,379,579 | 1,865,892 | 61.0 |
| Svea | 1,892,768 | 1,166,538 | 71.0 |
| Transatlantic | 1,617,595 | 668,775 | 64.2 |

The Credit Evil.

A resolution has been introduced in the New York Chamber of Commerce recommending the passage of a law excluding from the admitted assets of companies fire premiums uncollected thirty days after the issue of policies, as such "system of credit must endanger the solvency of some companies when it is extended beyond safe limits." There are more than twenty millions of such assets among the fire insurance companies authorized to do business in New York. Such a law would impair the capital of several companies.

London has 3,312 miles of water mains, 1,364 miles of which are constantly charged with water. The mains are fitted with 25,504 hydrants and 58,842 fire plugs.

Coal oil flashing at 80 degrees is sold in England.

Expenses of Life Insurance Management.

The subject of expenses in connection with the management of some insurance companies is not a new one. Insurance journals have written about it, insurance men have talked about it, insurance conventions have discussed it, and insurance departments have officially noticed it. It cannot be denied that it is much easier to make than to prove a charge of excessive expense on the part of any corporation, in which the interests of many people are involved, and which requires brains and skill to run it.

Impressed, however, by the general agitation which this subject has received, I asked about a month ago some of the companies which, in the sense that they do a large business may be called leading companies,

A FEW QUESTIONS,

designed to bring out if possible some facts bearing on this subject upon which I might base a conclusion. The questions were crude in some cases, but yet they were capable of being answered in such a way as to materially assist anyone sincerely looking for information. To ask questions of this character at arm's length is not best calculated to obtain the object desired, especially inasmuch as in the opinion of many companies, the province of the department is not broad enough to include such inquiries as these.

Nearly all of the companies replied. The entire absence of information in the answers of some was to a degree expected, but is not by any means conclusive evidence that the prevailing impression is an incorrect one; on the other hand, the frankness and fullness which pervaded some of the answers received, and the additional advice vouchsafed in connection with them, was not entirely expected, and I appreciate most heartily the pains which some companies took to comply with my requests. Some of the answers received change impressions into certainties, and the matter, in my judgment, is no longer in doubt.

COMPETITION.

For many years the competition among a few companies has been so great that it has almost seemed as if there was no other object within the whole range of their operations than to write the largest amount of insurance within a given time, regardless of the manner or the expense of getting it. A very large percentage of the insurance written is not taken, and a larger percentage still lapses within a very short time after it is taken.

The terminations from these two sources are about three times as great as the terminations from all other sources together.

Death terminates not over six or eight per cent. of the insurance written, while maturity, expiry, and surrender add but comparatively little more. Thus the hundreds of millions of insurance written annually come very far short of expressing the actual progress as represented by the amount of insurance in force from year to year. To get large accretions is proper and justifiable if the course pursued be a reasonable one, but to get them as the result of the most intemperate rivalry and expense is neither proper nor justifiable.

EXTRAVAGANCE.

Life insurance has grown phenomenally during its short existence, but careless management can harm it and undue extravagance can injure it; neither can prevail and the confidence of the public be retained. As the able commissioner of Massachusetts said, in his last annual life report, in referring to this subject, "there is one serious hindrance which must be removed before its true mission can be fully recognized and accepted, namely, the great and seemingly extravagant expense of conducting the business."

I believe from the information gathered that this expense is extravagant and unjustifiable, and that it is largely, if not wholly, the result of competition. This competition affects primarily only the placing of insurance, and it is that placing of insurance which therefore becomes so enormously expensive. That portion of the premiums intended for expenses and commonly called

"LOADING"

is but a very small part of the actual cost of placing insurance to-day. Cost to the company I mean, and to all those who are already insured therein, and not to the persons whose risks are for the first time written, for the prevalence of rebates and other discriminating features, which the paying of such large commissions permits, reduces the original cost to the insured materially.

The expense attending the carrying of policies in the years subsequent to their issue is relatively light, and the premiums of those years contribute towards a reduction of the original cost; but the continuing members, besides paying the cost of their own policies, and of getting legitimate new business, have to pay the cost of those policies which either lapse or are not taken, and as this is where

the excessive expenditure largely arises, it follows that the burden thereof falls upon them.

DIVIDENDS.

Were this not so one of two things might happen: either the premiums could be reduced, or the dividends to policyholders, which results in the same thing, could be increased. The rate of dividends has not kept up with the increased amount of insurance, and if the contributions of older members must go to pay the expense of writing new insurance, those members must bear the corresponding diminution in the profits. More than this, I believe from my talks with men of large experience in insurance affairs, that so great is this strife for new business, and so great the inducements held out to agents to get it, that the old business is neglected and necessarily suffers.

The largest companies leading in these respects bring many of the smaller ones, which can little afford it, into a similar spirit of rivalry, and a corresponding excess in expenses.

In this connection I cannot but think that the resolution presented to the last General Assembly which proposed to limit the amount of insurance that any one company could carry, which resolution I am informed originated outside of this State, bears upon its face indications of the truth of the situation, and is a confession that some of the methods now in vogue ought to be discontinued.—Commissioner Mansfield, Conn. Rep.

Mutual Reserve Fund.

The Mutual Reserve Fund sought and obtained members upon the theory that the rate of assessment should remain at that of age at entry. It abandoned the practice of that theory. In 1881 it received age 30 at a maximum rate of 6.60. In 1883 it assessed those policies \$8.60 and in 1885 it assessed them \$10.25. For age 33 the maximum entry rate in 1881 was 6.96. The same policies had to pay \$8.96 in 1883 and \$10.70 in 1885. For entry age 35 the maximum rate was \$7.44. When the member reached the age 37 he had to pay \$9.44, and the second year after he had to pay \$11.40.

Entering in 1881, the maximum assessment for the member aged 43 was \$9.36. In 1882 his assessment was \$6.68; the third year it was \$11.36; the fourth year also it was \$11.36 and the fifth year it was \$13.70. Age 49 entered subject to a maximum rate of \$10.80. The third year his assessment was \$12.80; the fourth year \$12.80 and the fifth year \$15.50. These facts were reported in November, 1885,

by President Harper to Hon. Mervin Tabor, actuary of the Illinois insurance department.

The company's annual meeting in January, 1889, voted that all of the surplus funds excepting two million dollars should be subject to use for the payment of death losses. That action necessarily limited the actual reserve fund to the two million dollars.

The "Deed of Trust Agreement" with the Central Trust Co., custodian, provided that in case of the Mutual Reserve's dissolution, the "entire reserve fund shall be divided among the then members of the association."

It is claimed that the company has surplus funds aggregating \$3,609,326. In that case, if those two provisions still stand, (as may be safely assumed) it has a surplus of only \$1,609,326 subject to death claims, while the other two million dollars is carefully reserved for the enrichment of the few who may be on hand when the company "busts up."

If there is no danger of its ultimately busting, why keep that "magnificent sum" of two million dollars absolutely reserved to survive the event of the company's dissolution?—Western Insurance Review.

The Coast Review Insurance Chart.

The Coast Review Insurance Chart for 1894 is out. It is printed on white paper, and its contents embrace five years general figures of all the American and foreign fire offices doing business in this field, together with Coast business. A new feature is the printing of the name of the San Francisco representative with the name of the company. The home office figures of twenty foreign companies are given. This is the only chart giving this information.

Other contents of the Coast Review Chart are: Summary of Coast fire business; Coast fire losses by months; California and Coast marine business; California life, accident and miscellaneous business; condition and affairs of all life companies in this field; Coast and San Francisco fire business by agencies; list of retired fire companies; summary of United States fire business in 1893, etc. The price per single copy is 35 cents. The reader can doubtless procure a copy for nothing by addressing his San Francisco general agent.

There has been some delay, waiting for the filing of foreign companies' figures, which add much to the interest of the chart. The number of offices which are content with filing their American branch figures is increasing every year, much to the regret of their agents.

The Commercial Union Assurance Company.

The experience of this great London office was exceptionally favorable last year, as compared to that of almost any other large fire office. It was much better than the company's own experience in the previous year, and, looking at the figures from our point of view, gives promise of brighter things in the future.

The Commercial Union increased its assets some three-quarters of a million last year, and increased its surplus (as regards policy-holders) from \$5,085,152 to \$5,357,598. The fire premiums were a trifle larger in amount, and the fire losses were nearly \$400,000 less.

The total assets of the Commercial Union are \$17,225,015. The total income in 1893 was \$7,975,327. The total expenditures, including the usual dividends, were \$7,353,195. This is a specially good showing.

In the United States the Commercial Union has \$3,555,199 assets invested, of which nearly a million is surplus over liabilities. The American premium income last year was \$2,837,429.

On the Pacific Coast, under the management of C. F. Mullins, the Commercial Union transacts a large and profitable business yielding over a third of a million fire premiums yearly. Last year the Coast marine and fire premiums, as reported to the Coast Review, aggregated \$408,251. Mr. Mullins has been manager of the Coast department since 1883 and has doubled the business of the company in this field.

Good Co-Insurance Suggestion.

I have asked many fire insurance men for the reason of the large fire-loss in Missouri, but I have received no satisfactory answer. I do not assume to be able to answer the question myself, but I have a suggestion to make, which, if it could be carried out by statutory enactment, I believe would very materially lessen the evil of fire-loss in our state. My suggestion is that the law should require that every person should help to insure his own property. That no man nor company, nor any combination of men or companies, should be permitted to fully insure any person's property of whatever character. I believe that it should be made unlawful for any insurance company to insure any property for more than three-fourths of its actual value. That no person should be permitted to have his property insured for more than three-fourths of its value: and that in all losses by fire the owner

of the property should lose at least one-fourth of the actual value of the property. If this were the law, there would be greater vigilance and care, even in the case of many good people; and the bad would have the restraint of an actual loss to keep back their vicious inclinations to settle up a tangled or losing business by a fire. I believe it unwise and against good morals for any person to have full value insurance on his property.—Ins. Supt. Wad-dill. Mo. Rep.

President Skilton's Address.

We make the following extracts from the address of the president of the National Board of Fire Underwriters, D. W. C. Skelton. Mr. Skelton, as the reader is doubtless aware, is president of the Phoenix of Hartford:

The year closed with a record of adversity unequalled in the history of American underwriting. Years there have been that have recorded greater single conflagrations, but for widespread and continuous disaster the year 1893 stands clear and well outlined from all that have gone before.

Figures compiled from the last annual statements of 36 New York State Companies, 56 Companies of other states, and 19 Foreign Companies, show a reduction of over \$8,000,000 in their aggregate net surplus as compared with one year previous, and of nearly \$14,000,000 as compared with January 1, 1891.

The magnitude of the nation's fire loss, and its effect on the fire insurance companies in the great depletion of assets and surplus, have attracted almost universal attention, but no new lesson has been taught underwriters. It is the same old lesson, but presented in a still more forcible way. The greatly increased fire waste has been the subject of serious consideration by us for many years, but the extent that it reached in 1893 was appalling, and the certainty that the danger line has been passed must now be admitted by every candid mind.

It is our duty to-day, and from this on, to consider most seriously what steps shall be taken to strengthen the Companies and place the business upon a basis of reasonable profit and unite the Companies in the work. If we can meet all questions with a spirit of concession and liberality, cheerfully avoiding a stubborn insistence of individual opinions, success should be attained.

THE TERM TABLES.

In my address one year ago I brought to your attention the startling showing made in Table XII, especially in regard to the results grow-

ing out of the diversion of so large a proportion of the preferred risk business from the yearly to the long term classes.

An examination of this year's table shows that this diversion still continues. At the close of 1892 the percentage of the whole amount of risks outstanding that were written for a longer time than one year was 54.73. At the close of 1893 the percentage was 55.97, an increase of 1.24 per cent. The actual increase over the previous year in the aggregate amount at risk on all classes was \$207,376,399, but the increase in the amount at risk for a longer term than one year was \$324,383,228, which you will notice far exceeds the gross increase in amount written on all classes for the year as compared with the previous year's figures.

The fact should not be overlooked that the amount at risk at the end of 1892 in the "one year or less" class was over \$500,000,000 more than at the end of 1891, but that the amount at risk in the same class at the end of 1893 was over \$117,000,000 less than at the end of 1892. For the first time in ten years there is shown a less amount at risk in the "one year or less" class than was shown at the end of the previous year.

It will be noticed that there has been an advance of about seven-tenths of a cent in the rate on the three year class, and about one and one-half cents on the five year class; but as compared with the rate in 1877 on these classes there is a wide difference. In my last annual address I stated that if the companies had collected the same average rate on the long term business in force at the end of 1892 that they collected on that in force at the close of 1877, their premium income for 1892 would have been increased nearly \$17,000,000. This point is just as effective the present year, for at the 1877 rate on the long term business in force at the close of 1893, the companies' premium income would have been increased over \$16,400,000.

The showing of one year ago, regarding long term business, does not appear to have made a serious impression upon the minds of underwriters, for this year's figures, as I have stated, plainly indicate that there has been no change for the better. In view of the facts as presented, and the severe experience of the past few years, is it not time to call a halt and seriously consider where a continuance of our practices in this particular will surely lead us?

The writing of many of the preferred classes under term policies was never demanded by the public. It was an innovation introduced

by the underwriters, and in my opinion purely as a matter of competition, and while it is possible that a few companies may have made a little money by this action, may it not be quite possible that the effect indirectly upon their mercantile business has been bad? The tables would seem to clearly suggest that this is true.

If the time is not ripe for bringing back into the one year class the preferred business that has been diverted to the long term classes, is it not worth our while to consider the propriety of entirely cutting off five years policies, in fact writing nothing for a longer term than three years, and then fix a rate for a three year risk more in proportion to the annual rate?

The present method of determining a term rate is based upon the ideas of mutual insurance company underwriting in those early days when the loss ratio was practically a factor of no real moment. Times have changed, and fire hazards greatly increased. Our methods should keep pace with the times and conditions, and in our efforts to secure our full share of the preferred classes, we should not use nor accept methods that in results are more expensive to us than all we can possibly gain in the improved average quality of our business.

GENERAL SITUATION.

In speaking of general situation, I find myself embarrassed with the magnitude of the subject and the difficulty of forming clear conclusions.

I will repeat what I have said before, viz: that prosperity is largely contingent upon our fully controlling our business; and I am convinced that the enormous expense connected with the support of the many field and other organizations, and the importance of directing and enforcing a more uniform application of rules and methods, will ultimately compel a greater concentration of directing power. Unless some such radical action is soon taken, it is to be feared that we shall break down under the load of expense and the disturbing effects of legislation lacking uniformity of idea and application to a marked degree.

A simple reference to the co-insurance clause and the diversified action that has been taken by the different associations regarding it, will sufficiently illustrate the latter point.

The aggregate cost of maintaining the principal department, field, and other associations, including the National Board, during the last fiscal year, exceeded \$486,000. To this we must add the cost of supporting the different compact associations, not included in

the above, the inspection bureaus, local boards, etc. It is impossible to arrive at the exact figures, but it is quite possible that the aggregate exceeds \$750,000, a sum calling for our most serious attention, and I am sure that reflection will lead us to feel that some way should be found to materially reduce it.

In view of the fact that there are now so many companies not contributing, many now loyal to the organization will justly feel that they cannot continue to bear the heavy burden of expense for the benefit of others who, taking advantage of the situation, are using extraordinary efforts to secure the preferred classes of business to the detriment of the interests of those that have loyally supported every good work.

As a high rate of commission is the lever used by these aggressive competitors, it has been suggested that differential commissions would enable us to secure and retain our full proportion of the business on preferred classes. I have no definite suggestions to make on this point, but we must recognize the fact that there has been no material change in the method of remunerating agents since the earliest days of fire underwriting. A few companies have had special methods of their own, but the great body of companies have paid a single rate of commission on all classes of business. It is possible that the plan can be improved and made more equitable, in view of the magnitude of the business, changed conditions, and the extensive experience the companies have had. But if changes are to be made, the new plan, whatever it may be, should be so surrounded with safeguards that the average cost of securing our whole business should not be increased. The difficulties and possibilities connected with any variable plan will be quickly recognized. The simplicity of the old plan, viz., a single rate for all, has been its greatest safeguard.

It has been suggested by some that a reduction of rates upon the preferred classes would end the payment of a high rate of commission, and others have suggested that a separation in the agencies of the extra commission companies from those paying not to exceed 15 per cent. would result in bringing all companies to a level maximum rate.

I believe that reducing rates to meet competition is inconsistent and unbusinesslike, and would subject the companies to justifiable criticism on the part of the public. Every risk is worth a given rate. That rate should be charged and competition for the business should be met upon its own ground between

the companies. If rates can be reduced to meet competition, then surely we must concede that the rate originally fixed was too high. Separation will probably commend itself to the greater number of underwriters as being the wiser and better course to pursue.

ELECTRIC HAZARD.

Concurrent action regarding our present greatest enemy—electricity—seems to be imperatively demanded. The companies as a unit should provide and enforce for the whole field more strenuous rules than any yet perfected for the installation of all plants, wiring, etc., for the use of electricity in all its forms. There has been plenty of evidence during the past ninety days that fires caused by electricity are growing alarmingly frequent, and inspections show that but few buildings in any community are safely wired, and that perfect insulation is rarely secured. I am convinced that the companies must for their salvation adopt at the earliest possible moment plans and methods that will compel the assured to substitute without delay the most modern wiring and safeguards, or be relieved of fire insurance protection. This great and increasing danger cannot be ignored. It threatens the very life of fire insurance companies. How can we meet it but by joint and uniform action? Independent action by the different associations can hardly be expected to be uniform. One plan for their guidance should be provided by the companies themselves and enforced.

The Employers' Liability.

Shareholders in the Employers' Liability Assurance Corporation have every reason to be satisfied with the management of the business, and consequently with their property. The competition in the business in which the company is engaged is as keen as ever. But, that notwithstanding, a profit though small was made from the trading. The net premiums cashed during the year ending on 31st March last amounted to £267,960, a sum nearly £18,000 in advance of the previous year, and only about £20,000 less than the largest amount ever received in a year when the company carried on fire insurance.—Post Magazine.

Mutual Life in Sydney.

At the recent ceremonious keystone setting of the new Sydney office building of the Mutual Life of New York, the premier and cabinet and members of the parliament of New South Wales were present. Sir George Dibbs performed the principal ceremony. After-

wards there was a luncheon. Many complimentary speeches were made. The American consul-general elicited uproarious applause when he extolled the English, not the Australians, and declared that the civilization of the world depends upon the creation of free trade between the United States and Great Britain and her colonies. (Loud shouts of "hear! hear!") The Sydney folk seem to relish the American consul's spread-eagleism.

Fire Notes.

The United States supreme court has decided that a company's charter cannot exempt it from state supervision. Ohio may now strangle its old wild-cats.

The Pennsylvania insurance commissioner prints a table of profit and loss ratios of Pennsylvania companies for twenty years. The profit ratio for 1874 was 18.05. The loss ratio for 1893 was 10.77. There was a loss ratio in seven of the twenty years.

Pennsylvania has 200 mutual companies.

A company has just been organized in London (The Lombard) with a capital of \$500.

The Transatlantic has withdrawn from Texas. Several other companies will do likewise. The climate of that state is unusually warm.

Harold Herrick has been elected vice-president of the Niagara Fire Insurance Company. Mr. H. has long been a local agent in New York city.

The Surveyor praises the ability and generalship of United States Manager Wood of the Palatine.

The annual report of the National Board shows the following ratios of foreign companies in the United States:

| | 1891. | 1892. | 1893. |
|-------------------------------|-------|-------|-------|
| Loss ratio | 63.47 | 64.33 | 69.91 |
| Expense ratio | 34.58 | 33.26 | 32.92 |
| Average premium rate. | .6997 | .7650 | .8127 |

The ratio of losses to \$100 of risks written advanced from .4920 in 1892 to .5683 in 1893.

The Mutual Reserve Fund Sued.

The heirs of J. D. Stanley, of Memphis, Tenn., have sued the Mutual Reserve Fund Life Association on a policy of \$5,000 under peculiar assertions. The widow claims, so says the Insurance Herald, that the policy was taken out to secure a debt of her husband to J. L. Cocke & Co. of \$1,976, the remainder to be paid to his heirs. Stanley died with his premiums all paid up. Mrs. Stanley states that the debt to Cocke & Co. was paid, and

that the company's agent, J. H. Jewell, then represented to her that the policy was not valid and offered to pay her \$500 in lieu of all claims. She claims that he intimidated her by threats that if a suit was brought the cost would be greater than the amount she could collect. Under the circumstances she accepted \$500 and signed certain papers of which she declares she did not know the contents. Now she sues to enforce a settlement of her rights.—Indicator.

Manager Dickson's General Agency.

All three of the companies of which Robert Dickson is the Pacific Coast manager are in a flourishing condition, with growing assets and extraordinary surplus funds. They have age and loss-paying record and the financial "bottom" which is a sign of endurance in the business race. Agents as well as property-holders pin their faith to the Royal Exchange, the Queen and the Connecticut.

Manager Dickson's general agency ranks first in volume of San Francisco premiums, and is among "the 400" thousand dollars in Pacific Coast premiums. The agency's average loss ratio during the last few years has been less than 40 per cent.

THE ROYAL EXCHANGE.

We are tempted to say something about this London company's having been organized in 1720, but we sha'n't—not a word. The Royal Exchange increased its assets somewhat last year, and added over \$350,000 to its net surplus. The fire premiums advanced from \$1,057,574 in 1892 to \$1,370,013 in 1893, a gain of about 32 per cent.

The total assets of the Royal Exchange are \$20,871,444. The surplus to policyholders is \$8,417,666. The net surplus over capital and other liabilities is in round numbers \$5,000,000. Only three other fire offices in the world exceed this net surplus.

THE CONNECTICUT.

You can place to the credit of the Connecticut Fire Insurance Company of Hartford gains in assets in a year of shrinking values, and a gain of \$122,000 in premiums while many other offices were complaining of a loss in business. The net surplus fell off, of course, because 1893 was a red year, as regards fires, and a black year, as regards finance. The Connecticut, however, can proudly call the attention of property-owners to its \$1,339,693 surplus, and also invite the attention of agents to the handsome net surplus of \$339,693. These figures stand for much in the way of security and

permanence. They bring choice business to the Connecticut.

THE QUEEN OF AMERICA.

This is the successor to the United States branch of the old Queen. We mention this fact to divest the Queen of America of the polish of newness. With a net surplus of over a million dollars, however, the Queen may well be indifferent to the fact that as an American incorporation it dates only from 1891. With such a net surplus the Queen has the sinews of age and the vigor of youth.

Then, again, consider these impressive figures: premiums, \$2,173,329; assets, \$3,645,938, (a gain of \$107,000); capital paid up, \$500,000; surplus as to policy-holders, \$1,529,779, also a gain. The Queen, it is plain, can challenge comparison with the older companies.

The three companies, the Queen, the Connecticut and the Royal Exchange, make a strong team and pull well together, to the satisfaction of all three and their managers and agents and policyholders.

"When the Times Get Good."

If you're feeling sort of gloomy as the fortnights wane and wax; if your company has caught it where the chicken got the axe; don't give up to deep despondency nor on your troubles brood, for the losses'll be lighter, "when the times, get, good." If the doctor finds a heap of fault with all the risks you write, until it really almost seems he tucks 'em down for spite; keep your temper, don't get wrathful, for your luck will change its mood, and you'll write a slashin' business, "when the times, get, good." If the bottom seems a-droppin' out of everything you've got, and you'd like to just give up your little ghost upon the spot; stave it off a little longer, and let me but conclude, things will go as slick as 'lasses, "when the times, get, good."—George Hatch.

United States Mutual Accident.

The recent examination of the United States Mutual Accident Association places that organization in a strong position so far as claims for public consideration are concerned. That which was objectionable in its management has been removed. Though the corporation which was referred to in the examiner's report still exists, it is under a control which renders it helpful to the company. It has the direction of the field work and must secure and renew the insurances at the minimum of cost. The company has a large volume of business and ample surplus.—U. S. Review.

Marine Insurance Decisions.

THE CONTRACT.

A policy of insurance covering several of libellant's tugs, and agreeing to indemnify the insured for any damage arising out of any accident caused by collision to any other vessels, for which said tugs or their owners may be legally liable, provided also "that in case of loss \$50 is to be deducted therefrom in lieu of average." A collision occurred, by which two vessels belonging to different owners were injured through the negligence of one of the insured tugs. Held, that only \$50 should be deducted, though more than one vessel was damaged.—*New York Cent. & H. R. R. Co. v. British & Foreign Marine Ins. Co.*, (D. C.) 58 F. 916.

VOYAGES COVERED.

A vessel insured for one year with the provision, "Confined to dredging in Shinnecock canal, L. I., with liberty to proceed there via Long Island sound into Peconic bay," does not cover a loss of the vessel during the year, in Long Island sound, on a voyage from Shinnecock canal to New York. — *Providence Wash. Ins. Co. v. Brummelkamp*, (C. C.) 58 F. 918.

NOTICE TO INSURER OF DAMAGE.

A vessel carrying goods of plaintiff insured by defendant marine insurance company reached the port of destination on Thursday, but could not reach plaintiff's dock until the vessel had been lightened. It finally reached plaintiff's dock on Saturday, and was unloaded on that day, when it was discovered that the goods were damaged. Held, that notice given to defendants on the following Tuesday was within the meaning of the policy, that, in case of damage, defendant should "have early notice" thereof.—*Rodee v. Detroit Fire & Marine Ins. Co.*, (Sup.) 26 N. Y. S. 242.

The Colorado fire experience in 1893, according to Supt. Goodykoontz, was as follows: Premiums, \$1,461,779; average rate, 1.60; losses paid, \$835,512; loss ratio, 57.16; losses incurred, \$830,601; expenses and losses incurred, \$1,223,309. What do you think of that favorable balance of nearly a quarter-million, you who have been talking about the bad moral hazard of the Silver State? There was some cancellation and a reduction of lines, but no more than in other Western states without silver mines.

He was a Cheap John who secured the insurance on a pledge that there was no other policy on the risk. Next day there was a fire.

The existence of the other policy was discovered. Caught in a falsehood, he surrendered his policy. Afterward his lawyer told him he was a fool. Thereupon Cheap John wrote to the agent: "Pay the loss under the policy you cheated me out of or I will have you arrested to-morrow morning." This was the first day after the fire. Next day, over the front of Cheap John's store, in big red letters, was the announcement: "Special Underwriters' Sale! Fire and Smoke Damage! Bargains! The Loss is the Underwriters': the Profit is Yours!"

Special Contracts.

FROM A PAPER BY THE AUTHOR OF ANOTHER PAPER, READ AT THE EIGHTEENTH ANNUAL MEETING OF THE FIRE UNDERWRITERS' ASSOCIATION OF THE PACIFIC, FEBRUARY 20, 1894.

Special contracts can seldom be looked upon with favor. As a rule they are apt to cover interests substantially different from the usual run, and consequently carry with them obnoxious features. The most objectionable form of this special contract is the insurance on mortgagee interests, and while it is true that no company in this enlightened age will issue a policy directly to the mortgagee on his interest as such, we all do so in effect by attaching the subrogation clause to our policies. This paper is not intended, nor presumed to present, a new idea; quite to the contrary, it is almost a chestnut; but the question is so important, involving so many fine points, that having observed that no elaborate paper was to be written on this subject, determined to ask the President to accept this as a meager contribution to the present proceedings.

I find that in the last two or three years the question has been seriously agitated on this Coast; that excellent suggestions from time to time have been put forth, but that very little action is taken, and especially through the Association of the Underwriters. The object of this is to clearly bring the subject before this Association and thus make it a subject for discussion—one that clearly comes within the purview of this body.

The first question in controversy is the right of the mortgagee to demand any special contract in his favor; and the adjustment of this question is attended by a consideration of some very good points. Chief among these is the right of any man or corporate body to protect his or its interests; and second, the right of an insurance company to insist upon

an equal division of rights and liabilities. Let us consider these.

THE MORTGAGE COMPANY.

The mortgage company contends that it loans money on values that are created by conditions and circumstances; that such values are estimated through the agency of a representative, and who is as likely to be mistaken as not. Again, that such loan is not altogether based upon the value of the land, but includes the value of the improvements, consequently his loan being above the value of the land, he necessarily seeks additional protection in a policy of insurance that will restate his collaterals in the event of a fire. This being the case, he is not willing to concede the right of an insurance company to cancel its policy, because when he effects this loan he does not care to be constantly annoyed by replacing the insurance from time to time, if the company should wish to cancel. Hence his desire to omit such a right and trust to luck in forcing a company to continue the insurance, upon the theory that the clause omitting this right cannot be invoked by the company. This proposition, however, can be set at rest by the very excellent opinion of the Court of Appeals of New York wherein it was held in "International Life Insurance Company vs. Franklin Fire" that notwithstanding the omission in the clause of this right, the policy condition would prevail, and in the absence of a declaration to the contrary, the company could cancel.

THE LOAN COMPANY.

The loan company contends that when it takes a policy of insurance for a stipulated amount from company "A" as a collateral for a loan, it is unfair to force that policy into contribution with other policies existent upon the same property. That is to say, the mortgagee takes this policy for a given amount to protect its own loan of \$1,000; and that if, in the event of a loss of \$1,000, five companies having policies for similar amounts should contribute to this loss, the policy for this mortgagee would only pay \$200. Its interests, therefore, are not subserved in the mortgage insurance. Hence the absence of the contribution clause from these forms. On the other hand, if there be no clause of this character, the company might as well have executed its policy direct to the mortgagee. It carries a greater burden than is equitable and there is no reason why the said mortgagee should not have its contract restricted by the presence of such contribution clause.

To further protect itself against the annoyance consequent upon the change of mortgage interests they insert the word "assigns," which enables these mortgages to be transferred as many times as may be necessary and without notice to the company. On the other hand, suppose that this mortgage should come into the possession of a man notoriously immoral and whom the companies all looked upon with distrust, is it fair, by the use of such a word, that the insurance interests shall be prejudiced because of their failure to know of such hazard, and consequently cancel? Further than that, if facts should come to the knowledge of the company showing cancellation absolutely imperative, it is necessary to make investigation as to who the present mortgagee or beneficiary is, and the obtaining of such knowledge may take even more time than the remainder of term for which the policy was written, consequently during that time the company may have inherited its loss.

"AS HIS INTEREST MAY APPEAR."

A large number of these mortgage forms contain a provision that the loss shall be payable to the mortgagee "as his interest may appear." While, without the support of any adjudicated case on this point, the language in itself is sufficiently suggestive, yet companies continually ignore it and permit policy after policy to be so endorsed. The word "interest" is comprehensive. As underwriters you know when you so endorse a policy, that you refer to the mortgage interests, but the court in passing upon a controversy of this character is compelled to take the language, the possible intent of such endorsement and the sequent relation that the payee holds the contract. He may have changed his "interest" from that of mortgagee to owner, and from that again to payee as vendor under a contract for sale, and notwithstanding the explicit conditions of a policy regarding change of ownership, the language is ambiguous, the intent is not clearly defined and the court may consider that the contract was for the interests of himself, and that as such would pass to whatever "interests" he had in the property. Therefore, the policy as to him would be valid following such successive interests. In fact, this doctrine has been substantially maintained in the supreme court of New York, and whether it be tenable or not, it is of such doubtful meaning as to be very well avoided.

I learned recently that some one here has discovered a clause wherein the mortgage

company attempted to restrict the contribution of its policy with that "of valid insurance" only, and that it is the purpose of these loaning corporations to arrange the clause so as to appear generally an accepted form, but by the insertion of some little word of this character to completely change the complexion of the contract. It will also be noticeable that if these printed clauses are not scrutinized carefully they will contain language even in the subrogation clause that is so constructed as to make its value as such very questionable; that an insurance company would possibly find that the expense and bother of such subrogation and acquirement of rights would not be warranted.

A PRIOR RIGHT.

Now, if we attempt to argue *in extenso* against the arguments of mortgage companies, we find the subject prolific of controversy and almost endless discussion. But there is apparently one feature worthy of consideration, and that is that the insurance company, by the very nature of the risks assumed and the contingent character of its liability, has a prior right. The loaning company is in possession of facts sufficient to guard against a loan that would prove disastrous, both by proper investigation and discretion in its line of margin, but the insurer can only use that protection which is afforded by his judgment of the risk in its physical hazard. He then plays the game of chance.

On this basis, receiving but a small amount for the liability assumed, the company should have greater safeguards surrounding the contract that it makes. When it is found in the experience of the business that none of the essential conditions of a policy can be waived with safety, the companies should unite in a strenuous effort to arrest this tendency to surrender all that they have. It would occur to me that it would be easy to establish a form that would be alike fair to the mortgagee and the company, and I sincerely trust that if this paper serve no greater purpose in arousing consideration of this subject, it will at least result in the appointment of a committee that will take ample time to review this entire subject and present to the managers of the companies a form for adoption.

Many of the loaning companies are over arrogant in their demands, and it is in this attitude that the underwriters may find trouble lurking.

LIFE INSURANCE FRAUD AND ARSON.

There are many interesting cases to be

recited under the operation of this *ex parte* clause and I will not take up your time by their recitation, but one comes to my knowledge which will be of interest and serve to illustrate that under the apparent glittering promises of a mortgagee under this clause, the companies carry a hazard that they had not considered and that in reality no premium can pay for.

The company in question insured the building of a man in Washington. After securing the insurance he mortgaged the property for all that it would stand. The usual mortgage and subrogation clause was attached to the policy. The assured effects large life insurance and then deliberately plans his campaign. Securing the body of a recently deceased person, he places it in his house and at midnight causes the building to be burned, immediately making his escape from the country. The wife at the time of the fire was away, and the next morning the neighbors discovered the property burned and the partly incinerated corpse. The presumption, of course, was that he had been burned in his own dwelling. The wife made claim for the life insurance, which, however, was not paid, because the plot was proven against him; but the fire company was compelled under its clause to pay the loan company the amount of the mortgage, and, of course, became subrogated to the rights of the mortgagee.

Here is a case illustrating deliberate fraud and arson, yet under that language of the "special contract," "any act" of the owner the fire company was compelled to pay. There are many other cases of equal interest, but permit this to suffice. I would state that in my opinion a vast number of the forms now in use are absolutely dangerous, and that if policy and endorsement clerks are not in the habit of reading each clause separately, such instructions should be given at once. The exigencies of the question require it, and every manager will find that in such careful scrutiny the time will be well expended.

On all sides it is admitted that the chief source of the danger lies not in electricity itself, but in the bad materials and inferior workmanship, begotten frequently of severe competition and greed on the part of contractors. If it were possible to ensure that all installations were properly and faithfully erected, the underwriter could view its use with the same calmness as he does any of the ordinary or older methods of artificial lighting.—T. D. Richards, Sydney.

Erratum.

In the make-up the second page of the foregoing life table was inserted in the accident table. The interested reader will find it on page 259.

Condition and Affairs of all Life Insurance Companies Doing Business on the Pacific Coast. Five Years' General and California Figures. Concluded.

| COMPANY. | GENERAL STATEMENT. | | | | CALIFORNIA BUSINESS. | | | | | | | | | | | |
|---|--------------------|------------------------|------------|---------------------|----------------------|---------------------|-----------------------|---------|-----------|--------------------|-----------|---------------------|---------------------------|---------------------------|--|--|
| | January 1st. | Admitted Assets. | Surplus. | Insurance in Force. | Premiums. | Paid Policyholders. | New Policies Written. | | | Insurance Renewed. | | Insurance in Force. | Losses and Expenses Paid. | | | |
| | | | | | | | No. | Amount. | Pre'ms. | Amount. | Pre'ms. | | | | | |
| DATE BEGAN BUSINESS. SAN FRANCISCO REPRESENTATIVE. | January 1st. | Admitted Assets. | Surplus. | Insurance in Force. | Premiums. | Paid Policyholders. | CALIFORNIA BUSINESS. | | | | | | | | | |
| | | | | | | | No. | Amount. | Pre'ms. | No. | Amount. | Pre'ms. | Insurance in Force. | Losses and Expenses Paid. | | |
| | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | |
| | | | | | | | | | | | | | | | | |
| TRAVELERS. | 1864 | 13,486,281 | 993,688 | 79,905,867 | 2,073,719 | 922,349 | 110 | 368,000 | 11,841 | 884,750 | 28,123 | 1,244,730 | 14,281 | | | |
| 1865 | 12,622,009 | 1,361,854 | 73,814,133 | 1,905,623 | 845,701 | 103 | 335,951 | 10,314 | 1,453,979 | 36,310 | 1,387,910 | 7,770 | | | | |
| 1866 | 11,560,543 | 1,375,521 | 61,800,064 | 1,696,925 | 734,541 | 80 | 238,974 | 7,860 | 967,275 | 32,707 | 1,207,400 | 8,810 | | | | |
| 1867 | 10,466,480 | 1,305,042 | 53,558,220 | 1,515,060 | 767,912 | 100 | 242,433 | 7,142 | 884,842 | 40,800 | 1,126,375 | 8,055 | | | | |
| 1868 | 9,656,148 | 1,383,402 | 44,978,949 | 1,340,404 | 553,312 | 103 | 204,400 | 6,156 | 782,033 | 27,569 | 953,362 | 6,750 | | | | |
| UNION CENTRAL. | 1864 | 10,933,707 | 1,032,081 | 70,874,751 | 2,775,374 | 1,011,173 | 74 | 152,066 | | 509,372 | | 752,538 | 4,000 | | | |
| | 1865 | 9,345,832 | 724,308 | 64,848,548 | 2,570,524 | 810,386 | 172 | 373,000 | | 483,926 | | 826,012 | 3,440 | | | |
| | 1866 | 7,870,150 | 487,550 | 50,565,171 | 2,347,762 | 730,810 | 133 | 326,277 | | 386,450 | | 712,727 | 4,626 | | | |
| | 1867 | 6,614,487 | 379,229 | 51,055,701 | 2,078,284 | 732,388 | 137 | 300,300 | | 356,500 | | 617,150 | 2,000 | | | |
| | 1868 | 5,575,497 | 378,884 | 41,648,121 | 2,008,341 | 650,577 | 236 | 583,000 | | | | 761,100 | 12,300 | | | |
| UNION MUTUAL. | 1864 | 6,442,524 | 222,474 | 35,314,416 | 964,201 | 681,606 | 144 | 287,000 | 10,280 | | 27,271 | 1,247,076 | 27,571 | | | |
| | 1865 | 6,428,804 | 330,516 | 33,230,485 | 804,304 | 685,066 | 83 | 158,500 | 6,031 | | 26,382 | 1,130,000 | 20,356 | | | |
| | 1866 | 6,297,555 | 362,158 | 30,540,490 | 800,375 | 682,890 | 161 | 310,000 | 10,617 | | 21,405 | 1,123,461 | 11,488 | | | |
| | 1867 | 6,203,768 | 328,868 | 28,218,754 | 782,364 | 726,600 | 64 | 154,000 | 5,263 | | 22,758 | 916,192 | 32,444 | | | |
| | 1868 | 6,157,343 | 317,516 | 27,204,606 | 724,117 | 540,845 | 55 | 126,500 | 4,620 | | 19,261 | 769,745 | 9,745 | | | |
| WASHINGTON LIFE. | 1864 | 12,581,849 | 301,524 | 49,700,521 | 2,138,468 | 1,544,181 | 32 | 51,145 | 1,219 | 511,573 | 17,402 | 605,730 | 33,364 | | | |
| | 1865 | 12,012,809 | 401,437 | 51,501,582 | 2,226,504 | 1,542,042 | 43 | 73,378 | 2,780 | 402,301 | 18,350 | 604,821 | 3,200 | | | |
| | 1866 | 11,409,354 | 377,404 | 50,589,822 | 2,150,814 | 1,447,000 | 43 | 60,754 | 1,735 | 478,701 | 19,002 | 621,742 | 17,033 | | | |
| | 1867 | 10,741,800 | 355,585 | 46,307,324 | 2,062,808 | 1,280,000 | 35 | 62,100 | 1,584 | 504,700 | 19,395 | 604,198 | 6,480 | | | |
| | 1868 | 10,019,268 | 348,444 | 46,304,324 | 1,975,824 | 1,270,608 | 25 | 57,062 | 1,686 | 484,700 | 17,773 | 550,222 | 11,445 | | | |
| | | H. Gray, General Agent | | | | | | | | | | | | | | |

The Outside Man.

To be sure the main portion of one's work exhibits a rather painful monotony. It is always, in each case, the same round of repeated visits to find the man, who when found has to confer with his wife (or, frequently, his wife's mother), and who when that trial is over, and after consultation with half the neighborhood, finally, we will say, decides to give you the renewal. All this has consumed time, and car fares, and sometimes even several "long bits" for cigars and lemonade; but now the city outside man, with an elasticity of spirit that knows no weakening, and a confidence in human nature that will not down, returns joyously to the office with the renewal order in his pocket, and in his mind the blissful belief that all the trouble and anxiety in regard to this particular risk is over for another year.

And yet he, miserable being, knows full well that the "office man" will not check that rate for him until the typewriter girl has finished telling all about last night's surprise party; and that the policy-writer will in cold blood place that application *underneath* a batch of seventy-five others, and that it will not move his stony heart to tell him you must deliver that policy by the same evening or lose the risk; and that the manager—well, no human agency may divine just how the manager will view that risk by the time it reaches *his* desk. It depends somewhat upon the contents of the latest telegram from Seattle, somewhat upon the position of last night's crab salad, and not a little upon the amount of green paint daubed over the map.—California Knapsack.

May Fires.

OREGON.

| | |
|---|----------|
| 29. [March.] Portland, fr bldg: | |
| Continental | \$200 |
| 14. Portland, fr dwg, etc: | |
| Commercial Union | \$310 |
| 7. Portland, fr dwg: | |
| Fire Association | \$450 |
| 1. Portland, dwgs: | |
| London & Lancashire | \$1,560 |
| 26. Portland, dwg: | |
| Springfield | \$400 |
| 23. Portland, fr bldg: | |
| American, Pa. | \$100 |
| 2. Pendleton, fr hotel and dwg: | |
| Springfield | \$1,000 |
| Home, N. Y. | 500 |
| Manchester | 115 |
| 30. [April.] Baker co., barn and grain: | |
| American, Pa. | \$526 |
| 24. Salem, stock groceries: | |
| Fireman's Fund | \$1250 |
| 27. Salem, groceries: | |
| London & Lancashire | \$500 |
| 17. Baker City, dwg: | |
| National, Hartford | \$1140 |
| 18. Klamath co., fr dwg and furni: | |
| American, Pa. | \$552 |
| 5. Gesham, fr bldg and buggies: | |
| American, Pa. | \$394 |
| 16. Athena, hhd furni in fr dwg: | |
| Phoenix, Hartford | \$300 |
| Fireman's Fund | 225 |
| Royal | 340 |
| 16. Freewater, fr dwg and conts: | |
| Phoenix, Hartford | \$661 |
| 13. Near Pilot Rock, fr dwg and furni: | |
| Fireman's Fund | \$400 |
| 12. Union co., barn and stallion: | |
| Prussian National | \$578 |
| 18. La Grande, fr dwg and conts: | |
| Home, N. Y. | \$600 |
| 31. Linn co., general mdse and hotel: | |
| Manchester | \$2,850 |
| 23. Salem, brk bldg and shelving: | |
| German-American | \$408 |
| 8. Island City, slaughterhouse: | |
| Hamburg-Bremen | \$2,000 |
| 22. McMinnville, fr dwg: | |
| N. British & Mercantile | \$700 |
| Small losses | \$1,352 |
| Total Oregon | \$17,961 |

WASHINGTON.

| | |
|--|-------|
| 1. Snohomish, stock mdse and bldg: | |
| German-American | \$800 |
| Royal | 900 |
| 23. Spokane, gen'l fire: | |
| Commercial Union | \$200 |
| Phoenix, London | 779 |
| Springfield | 708 |
| National, Hartford | 1,095 |
| Manchester | 750 |
| Imperial | 1,000 |
| Franklin | 150 |
| 17. Spokane, hhd furni: | |
| Palatine | \$600 |
| 3. Spokane, brk bldg: | |
| Palatine | \$219 |
| Fireman's Fund | 439 |
| 14. Spokane, fr bldg: | |
| Greenwich | \$276 |
| 29. Spokane co., fr dwg and barn: | |
| Phoenix, Brooklyn | \$100 |
| 17. Spokane, dwg and barn: | |
| Palatine | \$600 |
| 9. Spokane, fr dwg and hhd furni: | |
| Caledonian | \$214 |
| Fireman's Fund | 500 |
| Phoenix, London | 114 |
| 9. Spokane, farm property: | |
| Westchester | \$200 |
| 22. Seattle, dwg: | |
| Westchester | \$450 |
| 7. Seattle, shingle mill: | |
| National, Hartford | \$750 |
| National, Ireland | 1,500 |
| Manufacturers & Builders | 628 |
| 28. [April.] Seattle, fr bldg: | |
| Royal | \$770 |
| 21. Seattle, stock of furni: | |
| Transatlantic | \$540 |
| 26. South Bend, dwg: | |
| Transatlantic | \$300 |
| 21. Everett, soap factory: | |
| Transatlantic | \$500 |
| 27. Everett, hhd furni: | |
| Phoenix, Brooklyn | \$100 |
| — New Whatcom, dwg and furni: | |
| Hanover | \$500 |
| 23. Whatcom co., fr saw mill: | |
| Manchester | \$300 |
| Caledonian | 900 |
| 21. [April.] Chehallis co., fr bldg and conts: | |
| Norwich Union | \$404 |
| 30. [April.] Port Angeles, fr dwg and conts: | |
| Norwich Union | \$450 |

| | |
|---|---------|
| 2. Centralia, fr bldg: | |
| Fireman's Fund | \$100 |
| 16. Hot Spring, fr dwg and conts: | |
| Home Mutual | \$1,800 |
| American, N. J. | 250 |
| 26. Tacoma, fr dwg and conts: | |
| Hartford | \$1,500 |
| 3. Tacoma, mdse in brk bldg: | |
| Liver'l & Lon. & Globe | \$250 |
| 30. Tacoma, fr dwg: | |
| German-American | \$1,500 |
| 27. Ellensburg, brk store bldg and conts: | |
| Phoenix, Hartford | \$6,000 |
| American, N. Y. | 125 |
| Union, London | 1,750 |
| 28. Sprague, dwg and conts: | |
| N. British & Mercantile | \$1,400 |
| 28. Snohomish, fr dwg: | |
| N. British & Mercantile | \$400 |
| 27. Ellensburg, brk bldg: | |
| N. British & Mercantile | \$500 |
| 8. Orting, fr bldg: | |
| Phoenix, Brooklyn | \$1,000 |
| 16. Orting, fr hotel: | |
| Royal Exchange | \$2,250 |
| Connecticut | 1,500 |
| Small losses | \$3,180 |
| Total Washington, \$42,940 | |

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IDAHO.

| | |
|--|---------|
| 12. Bellevue, fr flour mill: | |
| Manchester | \$1,200 |
| London & Lancashire | 1,040 |
| Caledonian | 1,250 |
| Connecticut | 1,250 |
| 5. Oneida, hay, feed, etc: | |
| American, Pa. | \$100 |
| 24. Pocatello, dwg: | |
| Phoenix, Hartford | \$379 |
| 9. [March.] Kendrick, stock of liquors, etc: | |
| Palatine | \$310 |
| 25. Challis, gen'l mdse: | |
| Palatine | \$150 |
| 13. Hailey, fr dwg: | |
| Commercial Union | \$500 |
| 1. Hailey, hotel and furni: | |
| Imperial | \$1,000 |
| Lion | 1,000 |
| 1. Challis, hotel and conts: | |
| Orient | \$1,200 |
| 7. Fremont co., fr dwg, barn, etc: | |
| Phoenix, Brooklyn | \$179 |
| 28. Weiser, fr bldg: | |
| American Central | \$700 |
| Small losses | \$740 |
| Total Idaho | \$4,998 |

MONTANA.

| | |
|--|----------|
| 14. Butte, plumber's stock: | |
| Etna | \$187 |
| 27. Missoula, heater, lodging house, furni and brk bldg: | |
| Etna | \$1,000 |
| Phoenix, Hartford | 500 |
| 21. Butte, mdse and brk bldg: | |
| Pennsylvania | \$189 |
| Phenix, Brooklyn | 125 |
| American, Pa. | 125 |
| Greenwich | 150 |
| Fire Association, Pa. . . . | 165 |
| 5. Hane, stationery stock: | |
| Orient | \$300 |
| 21. Madison, fr bldg, etc: | |
| Orient | \$400 |
| Transatlantic | 1,000 |
| 4. Butte, bldg and machinery: | |
| Union Assurance Society | \$1,350 |
| 5. Horse Plains, gen'l fire: | |
| Union Assurance Society | \$758 |
| Home Mutual | 1,747 |
| Ins. Co. of N. A. | 711 |
| Fireman's Fund | 479 |
| 28. Missoula, brk and iron bldg and conts: | |
| American Central | \$500 |
| Phenix, Brooklyn | 1,500 |
| American, Pa. | 2,000 |
| Pennsylvania | 1,500 |
| N. British & Mercantile . . | 1,000 |
| Hamburg-Bremen | 1,000 |
| Fireman's Fund | 1,000 |
| —. Missoula, saloon: | |
| Alliance | \$100 |
| 23. Missoula, bldg: | |
| Palatine | \$2,000 |
| 5. Missoula, dwg: | |
| Hartford | \$683 |
| 28. Missoula, fr bldg: | |
| N. Y. Underwriters | \$2,000 |
| 27. Missoula, theatre bldg: | |
| Ins. Co. of N. A. | \$1,500 |
| Union Assurance Society | 1,500 |
| 16. Missoula, dwg: | |
| Sun S. F. | \$300 |
| 28. Meagher co., dwg and conts: | |
| Continental | \$1,804 |
| 20. Great Falls, mdse in fr bldg: | |
| American Central | \$122 |
| Small losses | \$2,206 |
| Total Montana | \$48,831 |

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COLORADO.

| | |
|--------------------------------|---------|
| 1. Denver, fr bldg, mchy, etc: | |
| National, Hartford . . . | \$1,100 |
| Lion | 1,000 |
| Imperial | 1,000 |

| | |
|----------------------------------|----------|
| 16. Denver, bldg, mdse, etc: | |
| Palatine | \$150 |
| 6. Pueblo, fr bldg and furni: | |
| Lion | \$750 |
| Orient | 500 |
| 1. Pueblo, mdse and bldg: | |
| Alliance | \$1,800 |
| 12. Pueblo, smelter: | |
| Prussian National | \$100 |
| Palatine | 266 |
| Alliance | 330 |
| 6. Durango, dwg: | |
| National, Hartford | \$400 |
| 12. Arapahoe co., hhd furni: | |
| Manchester | \$355 |
| 12. Pueblo, dwg, barn and conts: | |
| New Zealand | \$1,625 |
| — [Feb.] Ridgway, bldg: | |
| New Zealand | \$500 |
| 30. Aspen, fr lodging house: | |
| Manchester | \$750 |
| 4. Aguilar, bldg: | |
| Manchester | \$648 |
| 18. Durango, bldg and furni: | |
| Palatine | \$1,300 |
| Small losses | \$1,605 |
| Total Colorado | \$14,179 |

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NEW MEXICO.

| | |
|-----------------------------------|---------|
| 4. [May.] Hillsboro, quartz mill: | |
| Lion | \$2,500 |
| National, Hartford | 2,500 |
| Total New Mexico | \$5,000 |

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ARIZONA.

| | |
|------------------------------------|-------|
| 22. Tucson, fr dwg: | |
| Fireman's Fund | \$250 |
| 11. [Jan.] Cochise co., hhd furni: | |
| Continental | \$400 |

| | |
|-----------------------------|-------|
| 29. [April.] Yuma: | |
| Fire Association of Pa. . . | \$165 |
| Total Arizona | \$815 |

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NEVADA.

| | |
|------------------------------|----------|
| 6. Wells, baled hay in barn: | |
| Liver'l & Lon. & Globe . . | \$963 |
| 24. Hiko, quartz mill: | |
| Alliance | \$10,000 |
| Fireman's Fund | 2,000 |
| Total Nevada | \$12,963 |

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BRITISH COLUMBIA.

| | |
|--|---------|
| 5. Victoria City, gen'l mdse, dwg and store fixtures, etc: | |
| Phenix, Brooklyn | \$1,406 |
| Ins. Co. of N. A. | 237 |
| Hartford | 1,407 |
| Total British Columbia | \$9,076 |

| | |
|----------------------------------|---------|
| 6. Nanaimo, bldg and stock: | |
| Scottish Union & Nat'l . . | \$3,226 |
| 6. Nanaimo, electric light wrks: | |
| Etna | \$2,000 |
| Ins. Co. of N. A. | 800 |

*

UTAH.

| | |
|--|-----------|
| 23. Salt Lake City, bldgs and mdse: | |
| Palatine | \$160 |
| Svea | 1,000 |
| 12. Salt Lake City, lod'g house: | |
| London & Lancashire . . . | \$500 |
| 10. Salt Lake City, drug stock: | |
| North German | \$140 |
| Union, London | 200 |
| 4. Provo, hhd furni: | |
| Fireman's Fund | \$250 |
| 1. Brigham City, bldg and fruit store: | |
| London Assurance | \$100 |
| 31. Ogden, brk bldg: | |
| Commercial Union | \$200 |
| 4. Utah co., fr dwg: | |
| Continental | \$350 |
| 7. Tinto, fr bldgs: | |
| Scottish Union | \$500 |
| 29. Weber co., dwg and conts: | |
| Continental | \$380 |
| 8. Wasatch co., barn and hay: | |
| Continental | \$136 |
| 8. Vernal, fr store and mdse: | |
| Home, N. Y. | \$1,000 |
| Phoenix, Hartford | 1,000 |
| Small losses | \$473 |
| Total Utah | \$6,389 |
| Total outside territory . . | \$159,352 |

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CALIFORNIA.

| | |
|---------------------------------------|-------|
| 3. Alameda, dwg: | |
| London & Lancashire . . . | \$150 |
| 21. Contra Costa co., barn and conts: | |
| Home Mutual | \$912 |
| 6. Butte co., hhd furni: | |
| New Zealand | \$253 |
| 6. Chico, fr dwg and barn and hay: | |
| American, N. J. | \$824 |
| Imperial | 600 |
| Liver'l & Lon. & Globe . . . | 1,278 |
| 9. Colusa, fr dwg: | |
| Lancashire | \$504 |
| 3. Amador, fr. dwg and conts: | |
| German-American | \$669 |
| 17. Davisville, fr bldg and fixtures: | |
| Pennsylvania | \$450 |

1. Temescal, fr bldg:
Phoenix, Brooklyn \$1,096
28. Eureka, fr dwg:
Fireman's Fund \$500
5. Humboldt co., dwg:
Fireman's Fund \$600
2. Independence, fr saloon:
Fireman's Fund \$1,200
24. Lassen co., fr dwg and barn:
Phoenix, Brooklyn \$1,000
5. Galt, gen'l mdse:
Lancashire \$200
2. Elmira, gen'l fire:
Caledonian \$1,000
Palatine 1,253
Manchester 1,000
London & Lancashire . . 1,000
13. Fresno, fr dwg and furni:
American, Pa. . . . \$170
15. Fresno, fr bldg.
Delaware \$644
22. Fresno, fr dwg:
North British \$300
26. Kings co., fr dwg and conts:
Liver' & Lon. & Globe . . \$1,000
5. Fresno, fr dwgs and furni:
Lancashire \$274
Sun, S. F. 700
Commercial Union 500
7. Fresno, fr dwg:
Fire Association \$1,500
23. Fresno co., dwg and furni:
Fireman's Fund \$532
6. Fresno co., dwg and furni:
Palatine \$915
30. [April.] Fortuna, dwg and conts:
Orient \$300
13. Forest City, dwg, store and conts:
Union, London \$1,300
Phoenix, Brooklyn 1,165
North German 1,399
Commercial Union 1,739
6. Hanford, dwg:
National, Hartford \$420
17. Hanford, gen'l fire:
Ins. Co. of N. A. . . . \$492
Alliance 159
Imperial 139
Merchants 500
Springfield 203
Lion 630
20. Hanford, gen'l fire:
Lion \$266
Imperial 206
Prussian National 162
Northern 120
Palatine 228
31. Hanford, barber shop:
Western \$150
24. Hesperia, warehouse:
Ætna \$250
22. Larkspur, hhd furni:
Commercial Union \$400
- . Los Angeles, fr dwg:
Northwestern National . . \$925
8. Los Angeles, hhd furni:
Scottish Union & National \$250
10. Los Angeles, dwg and conts:
Western \$952
30. [April.] Los Angeles, fr dwg:
Connecticut \$210
11. Los Angeles, dwg:
Niagara \$935
1. Los Angeles, saloon and dwg:
Patriotic \$750
15. Los Angeles, hhd furni:
New Zealand \$186
16. [April.] Los Angeles, mdse:
Williamsburg City \$200
Franklin 400
6. Los Angeles, dwg:
Alliance \$250
3. Los Angeles, dwg and conts:
Western \$1,155
30. Los Angeles, dwg:
Delaware \$300
6. Los Angeles, dwg and conts:
Western \$2,817
20. Los Angeles, dwg and conts:
Western \$300
19. Madison, gen'l fire:
Norwich Union \$600
Royal 824
Palatine 400
Transatlantic 925
London & Lancashire . . 625
Alliance 800
7. Mammoth Mine, furni and fix-
tures:
London \$250
7. Modesto, fr ldg house:
Manchester \$300
14. Madera, dwg:
Home Mutual \$1,048
10. Modoc co., dwg:
Fireman's Fund \$400
9. Nevada City, fr dwg and furni:
American, N. J. . . . \$750
1. Oakland, Children's Home:
Home Mutual \$3,086
Alliance 4,250
Sun, S. F. . . . 2,052
12. [April.] Oakland, hhd furni:
Fireman's Fund \$130
28. Oakland Township, fr dwg and conts:
German-American \$1,500
Westchester 1,500
13. Oakland, fr store bldg:
Phoenix, Hartford \$134
17. [March.] Orange co., dwg and conts:
New Zealand \$310
20. Oroville, fr barn:
Westchester \$700
8. Plumas co., gen'l mdse and bldg:
Caledonian \$1,050
American, N. J. . . . 1,247
Prussian National 744
Manchester 1,334
Helvetia 465
Phoenix, London 1,861
Commercial Union 1,800
8. Eureka Mills, gen'l mdse:
Phoenix, Brooklyn \$58
Springfield 1,700
23. Porterville, barn:
National, Hartford \$250
17. Polasky, dwg and furni:
London Assurance \$1,073
19. Rocklin, gen'l fire:
New Zealand \$561
German-American 885
Fireman's Fund 213
Caledonian 500
American, N. J. . . . 500
National, Hartford 2,150
Lion 333
British American 2,471
American Central 371
Transatlantic 500
Manufacturers & Builders 112
American, N. Y. . . . 1,500
Hartford 750
National, Ireland 725
Imperial 333
Ætna 1,000
- Total \$12,904
23. Red Bluff, dwg and furni:
New Zealand \$500
Western Assurance 300
15. Red Bluff, mdse in brk store, etc:
Ins. Co of N. A. . . . \$ 671
Liver'l & Lon. & Globe . . 3,057
4. Red Bluff, fr dwg:
German American \$693
18. Sacramento, wood, coal, bldg etc.:
N. British & Mercantile . . \$532
Fireman's Fund 525
16. Stockton, fr barn:
Westchester \$200
14. Stockton, barn:
Ætna \$100
National, Ireland 200
29. Stockton, dwg:
National, Hartford \$1,500

| | | | | | | | | | | | | | | | | | | | |
|---|---|---|--|--|--|---|--|--|--|--|---|--|--|--|--|---|--|---|--|
| 13. Stockton, stables: London & Lancashire . . . \$203 | 6. San Joaquin co., barn and contents: Ethna \$788 | 11. San Joaquin co., fr dwg: Connecticut \$1,606 | 13. San Joaquin co., fr barn: Ethna \$250 | 6. San Luis Obispo, hhd furni: Scottish Union \$475 | 18. Stanislaus co., dwg and barn: Patriotic \$870 | 30. [April.] Salinas, type, press, mdse, etc. Palatine \$1,037 Imperial 450 | 25. Sonoma co., barn: Ins. Co. of N. A. \$750 | 26. San Bernardino, fr bldg: N. Y. Underwriters . . . \$500 | 1. San Pedro, fr saloon: N. Y. Underwriters . . . \$462 | 9. San Bernardino, barn: Palatine \$500 | 10. San Joaquin co., fr stable: N. Y. Underwriters . . . \$250 | 14. [April.] Santa Cruz, gen'l fire: American Central . . . \$3,418 | 30. [April.] Salinas, fr bldg, furni and liquor stock: Imperial \$450 Lion 450 Fireman's Fund . . . 130 | 14. San Pedro, fr dwg and furni: Lion \$900 | 31. San Mateo co., fr dwg and furni: Caledonian \$750 | 19. San Jose, convent: American, N. Y. \$104 Phenix, London 104 | 18. San Jose, fr bldg: American Central . . . \$500 | 19. Santa Clara co., dwg: Northern Assurance . . \$3,000 | 29. San Joaquin co., fr barn: Queen \$1,600 |
|---|---|---|--|--|--|---|--|--|--|--|---|--|--|--|--|---|--|---|--|

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|--|---|--|---|---|---|---|--|---|---|--|---|--|---|---|--|---|--|--|
| 30. [April.] San Pedro, wines and furni: Pennsylvania \$364 | 23. San Bernardino co., store, etc: Manchester \$250 | 28. [Mar.] San Benito co., dwg, barn and conts: Continental \$2,612 | 9. [April.] San Diego co., barn and conts: Continental \$322 | 23. San Jose, fr dwg: Commercial Union . . . \$160 | 6. Sutter Creek, dwg and conts: Orient \$750 | 11. Stockton, fr dwg: Liver'l & Lon. & Globe . \$1,000 | 23. San Diego, fr dwg: Liver'l & Lon. & Globe . \$500 | 10. Santa Cruz co., dwg and conts: New Zealand \$2,280 | 4. [Mar.] Santa Monica, dwg: New Zealand \$500 | 10. Santa Cruz, fr dwg: German-American . . . \$2,500 | 19. San Bernardino, fr dwg and conts: Liver'l & Lon. & Globe . \$800 | 24. Sonora, fr barn and conts: Liver'l & Lon. & Globe . \$1,000 | 23. San Bernardino, dwg: Westchester \$600 | 5. San Luis Obispo, fr dwg: Fireman's Fund \$935 | 12. Tulare co., fr dwg and conts: Norwich Union \$788 | 31. Tulare co., fr dwg: Hartford \$500 | 5. Tahoe City, fr hotel bldgs and furni: Manufacturers & B'ldrs . \$1,500 Lion 462 Palatine 1,500 Connecticut 1,400 Queen 2,777 National, Hartford . . . 1,244 | 12. Tehama co., barn and conts: New Zealand \$535 |
|--|---|--|---|---|---|---|--|---|---|--|---|--|---|---|--|---|--|--|

| | | | | | |
|--|---|---|---|---------------------------------|---|
| 24. Traver, dwg: Alliance \$1,000 | 6. Willows, hhd furni: Transatlantic \$1,000 | 19. Woodland, hotel furni: Springfield \$1,500 | 7. Yolo co., fr barn: Manchester \$1,000 | Small losses \$10,000 | Total California, S. F. excepted . \$158,097 |
|--|---|---|---|---------------------------------|---|

SAN FRANCISCO.

| | | | | | | | | | | | | | | | | | |
|--|---|--|---|---|---|--|---|---|--|---|---|---|--------------------------------|------------------------------|--------------------------------|---|-------------------------------|
| 1. Dwg and furni: Springfield \$1,700 | 20. [Mar.] Fr bldg Continental \$746 | 1. Fr dwg and hhd furni: Imperial \$1,700 | 2. Dwg: Hamburg-Bremen . . . \$1,050 | 5. Hhd furni: Hartford \$150 | 4. Mdse: Prussian National . . . \$266 | 6. Mdse and fixtures: Prussian National . . . \$206 | 6. wines, etc: London & Lancashire . . \$100 | 19. Groceries: Connecticut \$260 | 16. Dwg: Royal Exchange \$1,079 | 14. Fr dwg: Liver'l & Lon. & Globe . \$342 | 14. Hhd furni: New Zealand \$300 | 27. Bldgs and furni: Transatlantic \$1,000 | Small losses \$1,445 | Total S. F. \$10,334 | Total California . . \$168,431 | Guardian and Sun estimate \$20,000 | Total Pacific Coast \$327,783 |
|--|---|--|---|---|---|--|---|---|--|---|---|---|--------------------------------|------------------------------|--------------------------------|---|-------------------------------|

United States Fire Losses.

| | 1891 | 1893 |
|--------------------|--------------|--------------|
| January | \$10,662,700 | \$16,931,500 |
| February | 8,930,700 | 7,593,000 |
| March | 9,212,000 | 14,910,500 |
| April | 10,302,700 | 12,592,900 |
| Total | \$39,108,100 | \$52,077,900 |
| | | —Standard. |

Storm Policy Covers Flood Damages.

In the test case of Charleston Bridge Company vs. Phenix Insurance Company of Brooklyn (storm policy, and bridge destroyed during the cyclone of August 27, 1893,) the jury, in the United States Circuit Court at Charleston, S. C., rendered a verdict for plaintiff of \$15,473.60—policy amount and interest. It is a

question as to whether loss was by *flood* or by *wind* as *proximate* cause. The Phenix will appeal.

Monthly Fire Losses.

| Month | 1891 | 1893 | 1892 |
|-----------------------------|-------------|-------------|-------------|
| January | \$46,024 | \$367,760 | \$229,442 |
| February | 494,475 | 277,968 | 263,543 |
| March | 381,308 | 340,866 | 212,214 |
| First quarter | \$1,278,807 | \$986,594 | \$705,199 |
| April | 459,131 | 392,633 | 257,980 |
| May | 327,783 | 357,970 | 491,268 |
| June | | 451,257 | 753,933 |
| Second quarter \$ | | \$1,204,860 | \$1,502,281 |
| First six months \$ | | \$2,191,454 | \$2,207,480 |

Reinsurance of the Guardian.

The Guardian Assurance Company of London has reinsured nearly all its American business in the New York Underwriters (virtually the Hartford Fire) and has under consideration offers for the remainder. The Guardian retires from the United States in disgust, though it is believed the company has made money here as a whole. In recent years, however, the Guardian's United States branch has lost money heavily; and this fact led The Coast Review to prepare an article, which has been in type for two or three months, hinting of reinsurance and withdrawal.

General Agent Landers, it is reported, has expressed himself as feeling somewhat "as if his chair had suddenly been drawn from under him." We should think it more expressive to say that Mr. Landers is "in a hole," and a deep one at that, which he has helped to dig himself by paying enormously for business.

The Metropolitan (New York) and Pacific Coast risks have not yet been reinsured. Much curiosity is felt as to the disposition of the Coast business. It is not unlikely that the Guardian may be compelled to accept somewhat less than it cost. It is thought that the New York Metropolitan business will be reinsured in the North British & Mercantile, Manager Blagden having been succeeded by Manager Bowers. The Cook county (Chicago) risks have been reinsured by the Union of London.

The appointment of Manager Bowers of the Guardian to succeed Manager Blagden as United States manager of the North British & Mercantile is something of a surprise to underwriters, because in recent years Mr. Bowers has not made money for his company. Mr.

Bowers has made money for the Guardian, however.

At home the Guardian has always been recognized as an "unfair" company. Its practices there have been similar to its practices on the Pacific Coast; but we are assured that this has not been the case in the United States east of the Rocky Mountain territory where Manager Bowers has been in control. We mention this because the North British has always been regarded as a "fair" office, and there is therefore double assurance that this substantial office will not be a disturbing element in Eastern underwriting.

Henry E. Bowers, the new manager of the North British, began his career as an underwriter in 1868 as the New York representative of the Fireman's Fund and Union of San Francisco. He has been manager of the Guardian since 1876, and has been among the most successful of New York underwriters.

Colorado, New Mexico and Wyoming Compact.

The supervisory committee of this Rocky Mountain compact met in Denver on May 22. Messrs. Hugh Craig, Dornin and Dutton, San Francisco members of the committee, were present. The other five committeemen are from Chicago.

Manager Burns reported a much better condition of affairs as regards the Denver agents, who have formed an organization among themselves for the maintenance of correct practices. The only non-board agencies in Denver are Boyd & Son, representing the Agricultural, Svea, German (Peoria) and Pacific; and Appleman, representing the Broadway and Citizens (Pittsburg).

Rates and rules are well maintained throughout the compact territory outside of Denver. The general opinion seemed to be that outside of Denver 15 per cent. was virtually the uniform commission.

The Platte River and Denver paper mills were inspected. It was agreed if several important improvements were made to reduce the rate from 1.75 to 1.25 on finishing and 1.50 on rag-working departments. The New England mutuals have agreed to write the mills at 1.00.

It was resolved to re-rate Greeley, Trinidad, Cheyenne, Rawling and Salida.

The electric light hazard was considered, and the formulation of rules for wiring, etc., was ordered.

The Denver fire department was reported in a bad way. Salaries have been cut down,

there is only \$1,500 unappropriated money, and there is urgent need for 10,000 feet of new hose to take the place of hose recently spoiled. The present chief says the hose is of poor quality and useless. The ex-chief says the new employes have cut the hose.

Politics has demoralized the Denver fire department. The new men are Populists appointed by Gov. Waite, the wade-in-blood-knee-deep man. The board of supervisors are Republicans who are very antagonistic to the Populists. The supervisors refuse to make any appropriation for the purchase of new hose; and the fire chief does not hesitate to say that the fire department is now totally inadequate to cope with any large fire in Denver.

In view of this state of things the compact manager was instructed to require a special additional charge of 25 cents per \$100 on all risks written hereafter in Denver between the Center line of Lincoln avenue, the Platte river, Cherry street and Twentieth street. The 80 per cent. co-insurance clause will therefore not be insisted upon for the present.

On motion of Mr. Dutton it was decided that when fire department matters are reasonably reformed and the city of Denver has passed a satisfactory electric ordinance similar to that lately adopted at Omaha, the additional charge may be removed from all buildings not wired for light or power, and from other buildings as examined and found satisfactorily wired.

Mr. Dornin presented a resolution applying the three-quarter value clause to all risks other than dwellings, churches, school-houses, public buildings, contents of grain elevators and public warehouses and mining plants in all localities except in cities with adequate fire protection.

Rogers alias Brown.

A clever rogue, one Capt. Brown alias Rogers, recently of this vicinity, now of parts unknown, very nearly succeeded in cheating the underwriters and his creditors simultaneously, last January. His greed made him indiscreet, and claiming too much, Adjuster Chalmers started an investigation which led to the discovery of all the alleged burned goods. No traces of the several nautical instruments insured were found in the ruins of the country store, after the fire. Of course the metal frames could not have been wholly consumed. Inquiry brought out the fact of midnight packing of goods. Detectives were employed and evidence of arson was obtained. The

goods were located on board a schooner 'about to sail for the South Sea Islands. Rogers, under the name of Brown, had formed a trading partnership with the schooner captain. The goods were restored to the creditors, who were on the point of suing the insurers.

Now think of the newspaper clamor and the abuse of the "bloated insurance monopolists" if Brown alias Rogers had got that schooner to sea. He or his creditors would have sued for the insurance money and an intelligent jury would have awarded him the amount sued for. Meantime the fair and honorable daily press would have denounced the underwriters "all same" as in the notorious B. & R. case.

Not Original, but True.

The assets of the life companies would pay nearly two-thirds of the United States debt. They lack but a little of being one-seventh of the bank resources of the country, and amount to nearly one-twelfth of the assets of all the railroads in the United States. It takes men of brains as well as of nerve to supervise the army made up of the brightest and clearest minds in the nation under their command, and it requires a wonderful capacity for business to invest the funds under their charge in such a manner that the principal is secure and an income assured. The competition for business between the "giants" is sharp, and at times the temptation to take sides is strong, but the discreet man will "say nothing, but saw wood," and let them fight it out on their own lines if it takes all summer.—N. H. Ins. Rep.

Twenty-fifth Anniversary Presentation.

President Moore of the Continental was recently presented, by the employes of the several departments of the company, with a beautiful silver memorial set, on the twenty-fifth anniversary of his connection with the Continental. A part of the inscription read, "A tribute to a man whose prominence in his profession is equaled only by the modesty with which he bears his honors, and whose genial disposition has endeared him to his co-laborers." In the course of Mr. Moore's interesting speech of acknowledgement he said: "I have filled successively almost every desk in the office. To me this great company has been a kind and considerate employer."

The New York Bowery is trying to do an underground "surplus" business in this field. The company, in its soliciting circular, does not advertise its net surplus. The Bowery is also soliciting underground business in the East.

Condition and Affairs of all Accident and Surety Insurance Companies Doing Business on the Pacific Coast. Five Years' General and California Figures.

| COMPANY. | | GENERAL STATEMENT. | | | | | | | | | | CALIFORNIA BUSINESS. | | | | | |
|--------------|---|-------------------------------|------------------|-------------|-------------|-----------|---------------------|-----------------|------------|----------------------|-----------|-----------------------|-----------|--------------------|--|----------------------|--------------|
| January 1st. | DATE BEGAN BUSINESS. | SAN FRANCISCO REPRESENTATIVE. | Admitted Assets. | | Surplus. | | Insurance in Force. | | Premi-ums. | Claims and Expenses. | | New Policies Written. | | Insurance Renewed. | | Insur-ance in Force. | Losses Paid. |
| | | | \$ | % | \$ | % | \$ | % | | No. | Amount. | Prem's | Amount. | Prem's | | | |
| 1894 | ATNA LIFE (AND ACCIDENT) | | 114,301 | 2,555,300 | 113,988 | 413 | 1,372,000 | 3,119 | 352,540 | 1,499 | 840,300 | 1,073 | | | | | |
| 1893 | Hartford. 1891. | | 45,957 | 15,580,250 | 70,773 | 167 | 675,800 | 2,597 | 179,540 | 935 | 615,000 | 788 | | | | | |
| 1892 | J. E. Stevens (Accident Department) | | 62,822 | 7,217,840 | 30,806 | 226 | 682,200 | 3,401 | | | 523,700 | 304 | | | | | |
| 1894 | AMERICAN SURETY | | 3,371,080 | 127,015,338 | 728,140 | 64 | 140,900 | 1,060 | 27,000 | 205 | 167,300 | 2,581 | | | | | |
| 1893 | (Capital, \$2,000,000.) | | 3,294,688 | 2,714,775 | 97,683,308 | 516,167 | 10,300 | 103 | 20,500 | 199 | 50,300 | | | | | | |
| 1892 | | | 1,505,638 | 2,169,557 | 443,420 | 14 | 124,000 | 811 | 35,500 | 205 | 150,000 | | | | | | |
| 1891 | | | 1,462,346 | 73,883,353 | 291,868 | 4 | 6,500 | 62 | 61,500 | 622 | 68,000 | | | | | | |
| 1890 | New York. 1884. | | 1,459,489 | 2,205,627 | 382,524 | 3 | 15,000 | 150 | 97,000 | 982 | 112,000 | | | | | | |
| 1894 | EMPLOYERS LIABILITY | | 1,190,977 | 472,657 | 934,713 | 1501 | | 111,119 | | | | 22,490 | | | | | |
| 1893 | | | 1,091,316 | 464,475 | 822,706 | 293 | 906,000 | 595,384 | | | | 10,181 | | | | | |
| 1892 | London. 1880. | | 432,865 | 182,811,398 | 851,681 | 362 | 2,314,000 | 24,831 | | | 2,314,000 | 2,534 | | | | | |
| 1891 | | | 1,015,904 | 132,888,911 | 628,017 | 230 | 1,346,000 | 9,614 | | | 1,346,000 | 1,101 | | | | | |
| 1890 | Orell & Donnell, General Agents. | | 842,282 | 406,384 | | | | | | | | | | | | | |
| 1894 | FIDELITY & CASUALTY | | 2,068,756 | 419,517 | 333,138,422 | 2,242,946 | 5847 | 24,760,000 | 20,951 | 6,000,000 | 20,561 | 5,315 | | | | | |
| 1893 | | | 1,768,054 | 373,612 | 354,377,150 | 2,104,884 | 1,138,132 | 580,372,588,550 | 23,001 | 6,054,300 | 20,262 | 12,057 | | | | | |
| 1892 | Capital, \$250,000. New York. 1876. | | 1,575,719 | 383,384 | 246,610,257 | 1,556,354 | 1,059,100 | 208,22,131,300 | 27,863 | 4,438,300 | 28,757 | 7,104 | | | | | |
| 1891 | | | 1,366,582 | 303,125 | 327,200,352 | 1,374,803 | 1,314,803 | 2865 | 10,773,300 | 27,000 | 2,757,716 | 8,500 | | | | | |
| 1890 | Jas. R. Garniss, General Agent. | | 903,970 | 259,474 | 150,755,625 | 1,057,303 | 880,648 | 11963 | 6,218,914 | 29,269 | 1,600,664 | 4,365 | | | | | |
| 1894 | LONDON GUARANTEE & ACCI- DENT (United States Branch) | | 306,763 | 239,308 | 26,739,325 | 119,507 | 265 | 1,538,000 | 10,300 | | 1,539,000 | 32 | | | | | |
| | Voss, Conrad & Co., General Agents. | | | | | | | | | | | | | | | | |
| 1894 | PACIFIC MUTUAL | | 2,711,424 | 320,825 | 39,672,800 | 347,718 | 3008 | 6,433,000 | 50,946 | 2,844,500 | 13,854 | 6,300,050 | 25,542 | | | | |
| 1893 | Capital, \$100,000. | | 2,695,514 | 46,881,700 | 341,710 | 324,577 | 3421 | 6,790,800 | 68,745 | 2,683,500 | 14,113 | 7,380,650 | 18,903 | | | | |
| 1892 | | | 2,280,013 | 258,194 | 39,230,050 | 235,857 | 2955 | 6,000,650 | 50,500 | 2,091,000 | 11,172 | 6,140,300 | 15,873 | | | | |
| 1891 | Voigt Bros., General Agents. | | 2,268,460 | 270,766 | 34,892,617 | 279,343 | | | | 1,470,250 | 7,903 | 4,436,500 | 25,839 | | | | |
| 1890 | Life Department Assets and Surplus | | 2,147,681 | 296,158 | 29,512,840 | 269,676 | 266,755 | 3442 | 9,382,950 | 41,504 | 2,303,750 | 14,277 | 5,542,000 | 15,880 | | | |
| 1894 | PACIFIC SURETY COMPANY . . . | | 156,576 | 129,275 | 5,823,866 | 33,368 | 4,920,965 | 24,564 | 3,779,350 | 21,972 | 5,070,000 | 10,544 | | | | | |
| 1893 | Capital, \$100,000. | | 151,387 | 131,853 | 5,570,000 | 36,755 | 5,049,141 | 24,778 | 3,061,175 | 18,442 | 3,336,306 | 12,409 | | | | | |
| 1892 | San Francisco. 1885. | | 1892 | 123,796 | 6,819,145 | 32,706 | 5,883,633 | 28,168 | 3,105,500 | 19,489 | 3,791,445 | 13,672 | | | | | |
| 1891 | Wallace Everson, President. | | 138,317 | 116,928 | 5,794,783 | 36,192 | 5,043,131 | 26,521 | 2,698,362 | 18,711 | 5,791,783 | 21,308 | | | | | |
| 1890 | A. P. Redding, Secretary. Accident and guarantee business. | | 140,344 | 113,355 | 5,559,427 | 33,569 | 4,417,915 | 24,362 | 2,333,958 | 15,067 | 2,559,427 | 8,695 | | | | | |
| 1894 | PREFERRED ACCIDENT Capital, \$100,000. New York. 1893. J. S. Fowler, Manager. | | 344,755 | 223,045 | 301,063,000 | 325,200 | 287,221 | 1,428,000 | 3,140 | | 1,258,000 | 908 | | | | | |

| | | | | | | | | | | | | | |
|-------------------------------------|------|-------------|------------|-------------|------------|------------|-----------|-----------|-----------|------------|-----------|------------|-----------|
| MUTUAL BENEFIT | 1884 | 53,325,697 | 3,582,062 | 292,376,750 | 7,311,842 | 6,067,500 | 107 | 407,800 | 13,917 | 2,912,928 | 116,029 | 5,518,192 | 63,250 |
| Newark, N. J. 1845. | 1893 | 51,532,877 | 3,651,691 | 195,008,098 | 6,952,893 | 5,833,914 | 110 | 404,500 | 16,135 | 2,980,500 | 116,028 | 5,570,131 | 76,671 |
| Jas. Munsell, Jr., Manager. | 1892 | 49,051,115 | 3,541,217 | 183,171,333 | 6,411,001 | 5,813,308 | 106 | 397,650 | 27,191 | 2,828,618 | 110,189 | 5,533,021 | 51,308 |
| | 1891 | 47,110,381 | 3,431,374 | 172,400,944 | 5,977,870 | 5,378,799 | 155 | 567,500 | 27,292 | 2,587,200 | 105,197 | 3,294,003 | 50,220 |
| | 1890 | 45,337,039 | 3,406,335 | 162,617,014 | 5,583,896 | 5,030,818 | 173 | 620,000 | 35,839 | 2,325,700 | 94,314 | 3,078,170 | 28,158 |
| MUTUAL LIFE | 1894 | 184,935,690 | 14,428,298 | 833,504,238 | 33,504,238 | 20,895,452 | 1747 | 5,375,796 | 333,735 | 19,374,850 | 882,985 | 26,887,062 | 611,189 |
| | 1893 | 173,183,293 | 13,241,216 | 792,787,093 | 30,897,705 | 19,396,533 | 1830 | 4,765,451 | 313,535 | 17,802,650 | 842,121 | 26,135,312 | 598,935 |
| New York 1843. | 1892 | 158,124,245 | 10,816,807 | 665,464,158 | 30,092,318 | 18,755,712 | 1964 | 5,148,073 | 291,829 | 16,170,000 | 791,848 | 22,888,629 | 585,117 |
| A. B. Forbes & Son, General Agents. | 1891 | 146,041,180 | 9,870,022 | 638,041,180 | 27,083,083 | 16,773,504 | 1192 | 4,817,436 | 262,817 | 14,990,000 | 696,794 | 21,063,441 | 597,658 |
| | 1890 | 135,638,539 | 9,413,955 | 565,830,397 | 23,727,850 | 15,200,608 | 995 | 4,914,122 | 240,475 | 13,419,450 | 604,071 | 20,151,451 | 593,777 |
| NATIONAL LIFE | 1894 | 9,890,656 | 1,107,244 | 61,629,613 | 2,398,814 | 1,098,644 | 321 | 498,500 | 13,880 | 1,512,500 | 56,592 | 2,911,000 | 27,190 |
| Montpelier, Vt. 1850. | 1893 | 7,692,431 | 1,001,530 | 58,079,353 | 2,088,248 | 948,878 | 310 | 471,500 | 13,032 | 1,380,000 | 49,514 | 1,975,500 | 3,000 |
| G. M. Stolp, Manager. | 1892 | 7,594,149 | 841,105 | 51,393,548 | 1,877,678 | 918,701 | 277 | 411,500 | 12,791 | 1,067,000 | 30,310 | 1,775,500 | 23,000 |
| | 1891 | 6,763,845 | 848,252 | 46,392,472 | 1,780,472 | 758,904 | 197 | 380,500 | 12,153 | 980,500 | 21,020 | 1,592,000 | 1,000 |
| | 1890 | 5,917,195 | 891,867 | 38,761,541 | 1,465,069 | 630,196 | 124 | 410,000 | 13,410 | 318,500 | 11,596 | 728,500 | 1,000 |
| NEW ENGLAND MUTUAL | 1894 | 23,115,225 | 1,027,595 | 92,420,019 | 3,048,004 | 2,906,788 | 333 | 775,250 | 32,778 | 5,107,500 | 201,657 | 6,417,028 | 104,469 |
| Boston. 1843. | 1893 | 23,026,001 | 2,329,769 | 90,550,017 | 3,021,100 | 2,514,231 | 297 | 730,000 | 32,819 | 4,910,000 | 195,733 | 6,290,408 | 106,371 |
| H. K. Field, General Agent. | 1892 | 21,946,691 | 2,142,808 | 87,356,297 | 2,673,853 | 2,137,853 | 243 | 700,500 | 30,219 | 4,633,000 | 183,428 | 5,814,250 | 117,318 |
| | 1891 | 21,015,948 | 1,964,744 | 84,924,869 | 2,601,838 | 2,312,280 | 294 | 677,500 | 33,074 | 4,583,000 | 179,914 | 5,861,653 | 92,968 |
| | 1890 | 20,582,957 | 1,822,490 | 79,951,903 | 2,628,886 | 2,251,042 | 261 | 877,500 | 33,074 | 4,440,500 | 176,288 | 5,818,535 | 124,121 |
| NEW YORK LIFE | 1894 | 148,700,781 | 17,025,630 | 779,154,678 | 27,488,657 | 15,038,450 | 1701 | 7,920,440 | 345,784 | 13,130,200 | 699,557 | 24,579,140 | 496,788 |
| New York. 1845. | 1893 | 137,499,199 | 16,804,948 | 689,249,620 | 25,010,114 | 13,995,012 | 1572 | 6,700,470 | 294,132 | 10,243,000 | 420,138 | 17,319,570 | 178,966 |
| Alex. G. Hawes, Manager. | 1892 | 125,947,291 | 15,111,023 | 620,083,178 | 26,256,275 | 12,951,401 | 1346 | 6,182,500 | 292,389 | 9,225,500 | 350,648 | 14,735,625 | 205,269 |
| | 1891 | 115,083,066 | 15,069,047 | 569,338,726 | 26,587,200 | 13,571,544 | 855 | 4,805,500 | 292,895 | 8,112,500 | 335,275 | 12,817,500 | 227,000 |
| | 1890 | 104,415,322 | 15,654,293 | 495,001,970 | 24,242,517 | 12,121,122 | 781 | 4,403,000 | 228,565 | 7,810,000 | 296,218 | 12,170,500 | 226,374 |
| NORTHWESTERN MUTUAL | 1894 | 64,012,297 | 11,290,571 | 325,152,947 | 11,921,814 | 5,320,590 | 302 | 961,000 | 35,000 | 4,813,000 | 167,018 | 5,371,000 | 68,314 |
| Milwaukee, Wis. 1858. | 1893 | 56,325,025 | 9,459,320 | 312,312,643 | 11,804,016 | 4,864,606 | 302 | 1,135,000 | 41,706 | 4,656,529 | 150,579 | 5,003,529 | 65,003 |
| Clarence M. Smith, General Agent. | 1892 | 48,808,987 | 7,873,915 | 277,917,341 | 10,177,341 | 4,161,043 | 334 | 3,317,100 | 32,992 | 3,517,100 | 132,117 | 4,845,100 | 63,991 |
| | 1891 | 42,338,290 | 6,516,071 | 258,408,877 | 9,322,775 | 3,542,122 | 300 | 1,101,000 | 40,906 | 2,828,052 | 112,160 | 3,929,052 | 58,004 |
| | 1890 | 37,107,390 | 5,632,007 | 202,465,923 | 7,347,194 | 3,342,122 | 300 | 1,037,500 | 48,567 | 2,288,707 | 116,052 | 3,329,507 | 63,250 |
| PACIFIC MUTUAL | 1894 | 2,711,424 | 329,825 | 13,725,832 | 524,941 | 384,803 | 292 | 873,500 | 37,320 | 6,014,903 | 290,792 | 7,140,903 | 102,281 |
| Capital, \$100,000. | 1893 | 2,605,514 | 311,851 | 12,571,458 | 517,174 | 384,876 | 311 | 771,186 | 38,559 | 5,558,500 | 282,173 | 6,740,735 | 133,391 |
| San Francisco. 1868. | 1892 | 2,389,043 | 258,191 | 12,580,480 | 355,385 | 302 | 1,084,105 | 40,931 | 5,365,000 | 260,830 | 6,578,848 | 6,578,848 | 130,547 |
| Kilgariff & Beaver, General Agents. | 1891 | 2,298,469 | 270,705 | 11,710,286 | 454,515 | 343,013 | 292 | 874,637 | 37,892 | 5,204,000 | 247,980 | 6,430,628 | 106,288 |
| | 1890 | 2,147,684 | 296,358 | 10,081,100 | 416,716 | 298,114 | 269 | 696,300 | 30,369 | 5,201,000 | 243,008 | 6,033,507 | 107,358 |
| PENN | 1894 | 29,556,698 | 2,624,926 | 124,997,718 | 5,018,273 | 2,892,292 | 148 | 481,000 | 21,352 | 1,792,000 | 57,051 | 2,902,500 | 5,617 |
| Philadelphia. | 1893 | 20,808,032 | 2,023,440 | 117,925,418 | 4,757,172 | 2,117,292 | 194 | 683,500 | 49,461 | 1,910,000 | 49,461 | 2,902,500 | 10,500 |
| | 1892 | 18,431,984 | 2,283,636 | 103,755,521 | 4,074,103 | 2,296 | 585,000 | 25,109 | 523,000 | 30,693 | 1,688,000 | 1,688,000 | 10,500 |
| | 1891 | 16,485,438 | 1,726,910 | 90,378,701 | 3,698,701 | 2,071,400 | 176 | 583,500 | 13,180 | 525,500 | 17,507 | 1,688,000 | 1,688,000 |
| | 1890 | 15,063,494 | 1,837,301 | 79,069,580 | 3,084,562 | 1,700,047 | 145 | 485,000 | 13,063 | 361,000 | 14,063 | 631,500 | 5,000 |
| PROVIDENT SAVINGS | 1894 | 1,423,140 | 621,195 | 83,101,431 | 2,077,727 | 1,328,783 | 421 | 1,025,150 | 21,079 | 1,150,565 | 20,269 | 2,175,745 | 20,000 |
| Capital, \$100,000. New York. 1875. | 1893 | 1,225,378 | 490,063 | 70,819,918 | 1,839,918 | 1,173,498 | 225 | 892,500 | 17,759 | 1,471,000 | 13,162 | 2,203,580 | 20,000 |
| Allen & Pratt, Managers. | 1892 | 990,238 | 696,710 | 61,676,446 | 1,612,503 | 1,163,110 | 56 | 295,000 | 2,049 | 948,000 | 9,181 | 1,165,000 | 10,000 |
| | 1891 | 805,735 | 354,928 | 55,131,590 | 1,512,501 | 1,065,079 | 94 | 575,000 | 11,483 | 423,000 | 8,069 | 998,000 | 35,000 |
| | 1890 | 676,540 | 329,733 | 61,354,208 | 1,343,630 | 921,746 | 120 | 728,000 | 11,000 | 2,000 | 2,000 | 730,000 | 20,000 |

Condition and Affairs of all Accident and Surety Insurance Companies Doing Business on the Pacific Coast. Five Years' General and California Figures. Concluded.

| COMPANY. | January 1st. | GENERAL STATEMENT. | | | | CALIFORNIA BUSINESS. | | | | |
|--|--------------|--------------------|-----------|---------------------|-----------|----------------------|-----------------------|--------------------|---------------------|--------------|
| | | Admitted Assets. | Surplus. | Insurance in Force. | Premiums. | Claims and Expenses. | New Policies Written. | Insurance Renewed. | Insurance in Force. | Losses Paid. |
| DATE BEGAN BUSINESS. SAN FRANCISCO REPRESENTATIVE. | 1894 | 2,527,848 | 1,210,985 | 350,294,712 | 2,411,602 | 2,295,209 | 2931 | 6,802,100 | 18,767 | 7,849,000 |
| | 1893 | 2,406,192 | 1,175,805 | 300,631,112 | 2,359,761 | 2,000,031 | 1998 | 6,857,700 | 20,425 | 8,915,340 |
| | 1892 | 2,406,600 | 1,406,134 | 338,349,038 | 2,104,127 | 1,193,046 | 3196 | 10,330,600 | 29,042 | 14,044 |
| | 1891 | 1,777,378 | 1,193,748 | 344,211,089 | 2,128,533 | 2,048,665 | 5939 | 17,999,200 | 37,608 | 26,608 |
| | 1890 | 1,847,082 | 1,343,621 | 243,765,008 | 2,046,182 | 2,856,036 | 4806 | 13,164,650 | 37,531 | 42,033 |
| TRAVELERS Capital, \$1,000,000. Hartford 1864. W. W. Haskell, General Agent. | 1894 | 559,519 | 352,105 | 46,202,002 | 163,135 | 105,911 | 306 | 2,317,797 | 11,009 | 25 |
| UNION CASUALTY & SURETY Capital, \$250,000. St. Louis. 1892. J. D. Maxwell, General Agent. | | | | | | | | | | |

Building or Repairing Without Consent.

A recent decision by the United States supreme court has not attracted as much attention as one might expect that it would. The case is entitled "The Imperial Fire insurance company v. Coos county, N. H." The point in dispute was whether a fire insurance policy was permanently rendered void by a violation by the insured of a condition of the policy. The county of Coos made extensive repairs to its court house without procuring the consent of the insurance companies, although a clause provided that the policy should be void if "mechanics are employed in building, altering or repairing the premises" without the consent of the insurers.

The supreme court held that the policy was annulled at the moment the insured violated the conditions of the policy, although the fire risk of the premises may not have been increased by the insured's action. The fact that the repairs were finished before the fire occurred did not affect the case. The supreme court's opinion is very clearly expressed. We quote a small portion of it, viz:

"The compliance of the insured with the terms of the contract is a condition precedent to the right of recovery. If the insured has violated or failed to perform the conditions of the contract, and such violation or want of performance has not been waived by the insurer, then the insured cannot recover. It is immaterial to consider the reasons for the conditions or provisions on which the contract is made to terminate, or any other provision of the policy which has been accepted and agreed upon. It is enough that the parties have made certain terms conditions on which their contract shall continue or terminate. The courts may not make a contract for the parties. Their function and duty consist simply in enforcing and carrying out the one actually made."

According to this decision a very large number of the fire insurance policies outstanding to-day are null and void. The person who closed his residence last summer and went away for a month's vacation without notifying the insurance companies avoided his policy. If any manufacturer has operated his manufacturing establishment later than ten o'clock at night, without the permission of his insurers, his policies are valueless. It would be difficult to find an insurance company which would have the courage to take advantage of the supreme court's decision, but the august

tribunal has given the companies a chance to deal strictly with careless policyholders if they wish to do so.—Chronicle.

Inside Wiring.

The matter assigned to me, viz: "Inside Wiring, Concealed and in Wireways," is one which inspection or the absence of it frequently renders at once perfectly safe or extremely hazardous, according to the integrity of the wireman. If it is a fact, as is charged, that to the use of electric wiring is due the abnormal increase in the number of fires from unknown causes and the enormous losses consequent thereto, then upon the sub-committee on "Inside Wiring, Concealed and in Wireways," rests the great responsibility of finding a solution of what is said to be one of the most serious problems that confront fire underwriters. If the evil is so great, and if, as has been stated, as the applications of electricity increase, so insurance earnings decrease, why not apply a heroic remedy? The deeper you delve the clearer you see that *inspection* affords the only surety for safe work. You cannot stop the use of electric light; you cannot materially check its development. It is too popular. You cannot afford to maintain an electrical inspector in each town, nor can you ask that, if your inspector is not at hand, the work on buildings shall cease until after his arrival and inspection. Neither can you demand that all wires be run exposed on finished surfaces.

Wires must, like gas-piping, be run behind plaster, between walls and beneath floors. And it is the wire so concealed that makes the mischief. It is thoroughly out of sight, and if it were nothing more than out of mind, no harm would come. From a fire standpoint, it is an absolute impossibility to satisfactorily inspect wiring that is concealed and inaccessible. By noknown means may reliable information be derived that will carry with it the assurance that such concealed and inaccessible wiring presents no fire hazard. A visual examination alone will do that. Then, I ask in all fervor, why not require that all concealed circuits be so placed that they may be rendered accessible for such visual examination as will warrant your inspector in assuring you at any time whether the wiring is safe. There is nothing visionary, nothing chimerical about this. It is fact, not fancy, and if a remedy so simple yet so positive is not worth the trial, then all talk of the enormous fire waste from the use of electric wiring becomes but prattle.—Geo. P. Low.

Misleading Life Statements.

As was stated in a report of last year, there is no condition not in control of the managers that gives any indication of inability of the companies to fully meet their contracts. But the public demand the facts, and that they be stated clearly and in such a manner as not to be susceptible of an entirely different coloring than that given by the company. If, for instance, the cash income for the year from new policies is \$50,000, let it be so stated, and not put at \$100,000 with a string to half of it. The people want the truth in respect to these institutions in which their fortunes and hopes are so largely staked and invested; they are entitled to it and must have it if their confidence is to be retained.

However the departures from the original intent of the blank may have come about, it is not fair to charge all the fault of the perversion of accounts upon the companies. An equal or greater responsibility rests upon the departments which have passed upon and accepted them, and this department is willing to accept its fair share of responsibility for the delinquency.—Mass. Ins. Rep.

Chips.

—The Victoria council will probably impose a \$50 semi-annual license on insurance companies.

—Fred. L. Sexton of Santa Ana, G. F. Conant and G. G. Johnson of Los Angeles and O. L. Tuttle of Santa Cruz called last month.

—"Once in a While" has faith in Snider, the Kansas insurance superintendent. Once in a while you can find such an exhibition of faith outside of an asylum.

—Mann & Wilson's new office at the "old stand" is rapidly being put in shape and when finished will be one of the handsomest and most convenient in the city.

—The Standard and Spectator charts credit the London Assurance's U. S. branch with \$2,175,658 assets. The New York insurance department's figures are: \$1,603,602. The first named chart gives the London's assets January 1, 1893, as \$2,402,793. Other charts and the New York report say \$1,721,608, while the Ohio report credits the branch with \$2,432,793. The explanation, we presume, is to be found in the possession of stocks and bonds acceptable to one state insurance department but not to another. Meantime the United States branch of the London is indifferent; since the home office has about nine millions of assets and there is \$700,000 surplus in this country.

—The North British & Mercantile's fire and life funds aggregate £11,575,273, or \$58,876,365.

—Bernard Dercksen, formerly general agent of the Scania, has gone to Europe to reside permanently.

—Manager Robt. Dickson returned last week from Guatamala where he went about a month ago on business for the Royal of Liverpool.

—Items.—The grand jury is in session.—Geo. L. Brander, of the State Investment, is in London.—Nothing has been done in the Oakland Home matter.

—C. F. Mullins has returned to his desk from a few weeks rest at the springs. Mr. Mullins is a hard worker and a few weeks ago was threatened with nervous prostration. He is now fully recovered and looks himself again.

—To refresh the memory of life solicitors we reprint a table of yearly cost according to age. Cut out that page (15 advg. dep.) and attach it to the five years' tables, printed elsewhere, and the canvasser is in possession of a fine and seasonable canvassing leaflet.

—N. B. Whitley has been appointed special agent and adjuster for Brown, Craig & Co. in the Pacific Northwest. Mr. Whitley has been on this coast for the past five years. He was special for the California Ins. Co. in Oregon and Washington when the company retired from business.

—The second annual meeting of the British Columbia Fire Underwriters' Association was held in Victoria, May 5. It was resolved that in case of loss the expenses of an adjuster should be paid by the insured in specified country districts. The old rating on saw-mills was adopted.

—While practicing on an aerial ladder, last week, a Spokane fireman lost his life, by falling. The ladder had been lowered, by his command, to an unusual angle. Just as he reached the last round the ladder broke, and the fireman fell sixty-five feet. The fall killed him instantly.

—Geo. Marcus of the firm of Geo. Marcus & Co., commission merchants and insurance agents in this city, died on Saturday May 26th at his home in this city. Mr. Marcus' firm were general agents for this Coast of the Transatlantic Fire Ins. Co. of Hamburg, from 1870 to January, 1892, when the general agency was transferred to Herbert L. Low. For the past two years the firm represented the company as city agents.

—L. B. Edwards is making his annual three months visit to his agents in the Pacific Northwest.

—C. P. Lyndall of Los Angeles, special agent and adjuster for the Milwaukee Mechanics, was in the city last month.

—The loss ratio of the Sun Fire in Chile in the last three years has been 333 per cent. of the premiums.

—The losses and expenses of the Guardian and Sun in Idaho were some \$5,000 more than the \$3,500 premium income.

—M. H. Merrill, formerly special agent for the Oakland Home in the Pacific Northwest, has engaged with the Milwaukee Mechanics in the same field.

—A. C. Donnell has had a hard spring, being laid up most of the time with a severe case of sciatica. He has reduced in weight about 40 pounds.

—Capt. A. E. Magill was confined to his room during the month of May with an attack of pneumonia. He is now convalescing and will early be able to attend to business.

—H. McD. Spencer, with the London and Lancashire for the past three years as special agent, has resigned, to accept a similar position with Balfour, Guthrie & Co's general agency.

—President Moore of the Pacific Mutual Life Ins. Co., General Agent Beaver of the life department and General Agent Voogt of the accident department, visited St. Louis last month to attend a meeting of the general agents of the company.

—An experienced and successful life insurance agent desires the general agency for the state of California of some reliable life insurance company. The applicant is personally known to the proprietor of The Coast Review who vouches for his integrity and ability. For further information apply to this office.

—That silver dollar in the vest pocket of Mr. Ellis of the San Francisco Chronicle saved the Travelers Insurance Company \$9,900. It will be remembered that Mr. Ellis was shot by a crank a few weeks ago and the bullet struck a silver dollar and glanced, causing a slight wound which laid him up for a couple of weeks. City Agent Finnigan of the Travelers paid him \$100 for two weeks' disability. The thing to do now is, for every accident company to furnish the policy holder with, not one, but, two silver dollars, one for each vest pocket.

THE COAST REVIEW SUPPLEMENT

—Voss, Conrad & Co. have resigned the agency of the London Guarantee and Accident Company, having been appointed United States manager for the Frankfort Accident & Casualty Ins. Co. of Frankfort, Germany. The Frankfort has a capital of \$1,250,000 and assets of over \$2,000,000. This accident company was founded in 1865. The Frankfort will deposit its American funds in the hands of a San Francisco board of trustees, thus making it practically a local company. We also learn from Mr. Conrad that the Achen & Munich Fire Ins. Co. will make a United States deposit at once, and will, at an early day, extend its business to the Eastern States. Mr. Voss is now in Chicago on his way home from an extended trip to Europe. He will arrive in San Francisco in a few days.

—Dr. Coe, of the Medical Sentinel of Portland, examiner for several life companies, is in the city.

—The Washington Farmers crew have been indicted by the Spokane grand jury.—Press dispatch.

—A loss clerk reports a loss on something which reads like "hash farm," but which we translate as household furniture in our "May Fires."

—Wm. W. Mott, state insurance commissioner of Washington, died at Olympia last week. In 1891 he was injured by a gas explosion, which it is thought had something to do with his fatal sickness.

—At the recent meeting of the shareholders of the Employers' Liability Assurance Corporation the chairman spoke in the highest terms of United States Manager George Munroe Endicott, and expressed satisfaction with the American business of the company.

—Our colored page inserts are attractive, and they speak for themselves without saying a word. Each announcement says: "We are proud of our figures; we are prosperous, and so is our representative; examine our investments and our condition as carefully as you please." At the end of the year you can tell your binder to leave out these statements if you choose.

—Insurance detective Thos. McCarthy has made another "ten-strike" up north—Policy \$1,700—Dwelling burned at eleven at night—Assured swore to loss of over \$2,000—Tool chest, clothing and other articles included in sworn statement found after fire in good condition—McCarthy told the owner that he had better give up his \$1,700 policy and say nothing more about it. The claimant took one dollar and gave up his policy.

—The Pacific Insurance Union held a meeting on June 6 to take final action on the proposed new constitution. Many of the sections have been approved separately at various meetings, but the Metropolitan district feature, with its abolition of salaries, has been warmly opposed. At the meeting on June 6 the discussion was general and prolonged, and no action was taken. A minority committee was appointed, comprising all objectors to the Committee of Eleven's report. The committee were instructed to formulate a compromise section as to the Metropolitan district (San Francisco, Oakland, Berkeley and Alameda) and report in two weeks. The meeting then adjourned.

—The joint management of the Caledonian and Niagara in the East will be discontinued.

—Town ordinances should prohibit the lending of the only steam fire engine to a neighboring town with "the best fire protection in the state."

—As soon as the Midwinter Fair is over, other-state insurance commissioners will cease to visit San Francisco to "examine" San Francisco companies.

—If a man holding a life and accident policy incurs a serious accident, and while confined to the house as the result of the accident contracts a disease which terminates fatally, would the life and accident company be liable for two death claims? Doubtless not, for though the accident terminated fatally, the accident would be only the indirect cause.

—If the Pacific Insurance Union would enforce the rules under the old constitution it would save a deal of time now being spent in efforts to make new laws which will be evaded by those inclined just the same as the old rules. The time is about arrived when the outsiders had better get in line or one of these bright mornings they will wake up to the fact that the P. I. U. is a thing of the past.

—The Populists of Colorado are making hay before the political sun sets—forever. The deputy insurance commissioner is in San Francisco "examining" the Fireman's Fund, Sun, Home Mutual and Pacific Mutual, and having a good time generally. His office, as "Alphabet" Wilson, late California commissioner, said, is a political one. The deputy is merely collecting the reward for his hard work in the "educational campaign" which "saved" Colorado and elected his principals. The insurance companies pay the bills, no matter which party is on top; and the people are not benefited in the least.

—Insurance Superintendent Durfee of Illinois, accompanied by his family, is visiting the Midsummer Fair. So far as we are able to learn, Mr. Durfee is not attempting to make the San Francisco insurance companies pay his expenses either. He is the first insurance commissioner who ever made a pleasant jaunt to San Francisco without making the California companies pay roundly for his entertainment. Mr. Durfee had been a local insurance agent for twenty years when appointed insurance superintendent by Gov. Altgeld. So much if not more can be placed to the credit of the erratic Illinois governor.

—The Pacific Mutual Life has extended the indemnity time on all its accident policies to 52 weeks. Liability is assumed for loss of time not to exceed one year as the result of accidental injuries.

—A new steam fire engine of the lighter kind has just been added to the San Francisco fire department. It is designed for hill climbing. Instead of a gong it has a bell, the sound of which will clear a street like a runaway cable car.

—Insurance Commissioner Higgins is attending strictly to business and we predict that within the next few months he will call the attention of a gang of "pass-the-hat-around-concerns" to the fact that there are certain laws on the statute books which *will be* enforced without fear or favor. Mr. Higgins as we understand is not going to prosecute or persecute unless the law is being violated, but will see to it that the people are protected so far as lies in his power against fraud.

—A new crop of rumors has sprung up touching several foreign offices growing out of the withdrawal of the Guardian. It is well to liberally "discount" such rumors.

—The Ohio legislature has passed a law compelling insurance adjusters to be residents of the county in which the fire occurs.—Press dispatch. Unconstitutional, if a fact.

—There is gnashing of teeth in Tacoma. The P. I. U. has ordered an advance of rates 10 per cent. unless the fire department is restored to its former efficiency. When that is done, the 10 per cent. will be taken off and a further reduction of 5 per cent. is promised. The underwriters, in consequence, are charged with arrogance. The people of Tacoma forget that the present rates are based on the recent efficiency of the fire department; and that the fire department was improved, not on the promise of reduced rates, but on the threat of an advance in rates if such improvement was not made.

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VACANCY.

Home v. Scales. Miss. S. C.—When tenants of a store building abandon it a short time before the lease expires, but retain the key by permission of the owner, and leave a few empty barrels and some old boxes and papers in the building, it is "unoccupied," within the terms of an insurance policy.

It is immaterial that the local agent did not consider the building unoccupied, and for that reason did not issue a permit.

Though the knowledge of the agent is imputable to the company, it is not liable, in the absence of any act by him as agent, after the house became vacant, by which the assured was misled. 15 S. R. 134.

INCUMBRANCE.

Lodge v. Capital, Ia. S. C.—A judgment against insured after the issuance of a policy to him is not an "incumbrance," within the meaning of a clause avoiding

the policy "if incumbrance be placed" on the property.

The company, by the clause as to incumbrances having provided against them, cannot apply a provision avoiding the policy if the risk be increased by any means within the knowledge and control of insured, to a judgment incumbrance, or to a levy and sale thereunder.

The insured property was sold on execution against insured, and before the expiration of the period of redemption the husband of insured paid the redemption money, under an agreement that the purchaser should convey it to him, but before the conveyance was made the property was destroyed. Insured never consented that the purchaser should convey the property to another, and was in undisturbed possession when the loss occurred. Held, that a clause of the policy, avoiding it in case of any change in the title, ownership, or possession of the insured property, was not infringed.

MORTGAGE.

Phoenix v. Ward, Tex. C. A.—A company, which has delivered a policy with full knowledge that the insured property is mortgaged, is estopped to set up the mortgage in avoidance of the policy.

The clerk of the general agent of a company, who has power to solicit insurance and issue policies, except that the signing of the policies is done by the general agent, is so far the agent of the company that notice to him in regard to the title to property insured through him is notice to the company. 26 S. W. R. 763.

HOUSE AND BARN.

Vacancy—Worley v. State, Ia. S. C.—A policy on a house and barn, conditioned to be void if the premises insured became vacant, becomes void only on the vacancy of both.

Where a house is insured for three years, the policy providing that it shall be occupied by a tenant as a residence, and conditioned to be void if it becomes vacant, a vacancy of three days, incident to a change of tenants, will not avoid the policy. 59 N. W. R. 16.

OTHER INSURANCE.

Hughes v. Ins. Co. N. A., Neb. S. C.—A policy contained this clause: "That the having of other insurance thereon (the insured property) or any part thereof, valid or invalid, prior or subsequent, not made known to this company, and consented to hereon, will render this policy void." Held, (1) That the violation of this provision by the assured, in procuring additional insurance on the property without knowledge or consent of the first insurer, did not render the policy issued by it void, but voidable; at the election of said first insurer; (2) that the provision was a reasonable one, not unconscionable, illegal, nor contrary to public policy; (3) that it was inserted in the contract for the benefit of, and might be waived by, the insurer.

THE AGENT.

The acceptance by a principal of the fruits of an unauthorized contract made by his agent is a ratification of such agent's conduct; and said ratification relates back to the date of the performance of the act ratified, and the principal is bound by the effects thereof, and the results flowing therefrom—as much so as if he had himself performed the act.

Where it is stipulated in a contract of insurance that the insurer shall not be liable thereon, or that said insurance contract shall be void, if, without the insurer's knowledge or consent, the insured shall procure additional insurance on the insured property, and the insured violates said contract by so procuring additional insurance, then the first contract is voidable, at the election of the insurer; and such violation is defense against the insured, in a suit upon first policy, unless it be shown that said violation of the first contract was brought about through fraud or mistake, or has been waived by said first insurer. 59 N. W. R. 112.

FOREIGN COMPANY—OPEN POLICY.

State v. Williams, La. S. C.—In an open policy of insurance, in which an aggregate amount is expressed, there are as many contracts of insurance as there are

indorsements on the policy of separate shipments of goods.

If the open policy contains all the conditions which govern the shipments of goods specially insured under the policy, and the company reserves the right to reject or accept each special insurance in each shipment, the contract must be considered as made at the domicile of the company issuing the open policy.

Under such a policy, the company having no agent in Louisiana, it cannot be considered as doing an insurance business in the state.

There is a clear distinction between the business of insurance agency and the conducting of an insurance business.

A person who takes out policies in a foreign company having no agent here, and which does no business here, cannot be made to pay a license which the company would pay if doing business.

It is within the power of the legislature to define what acts of a person in insuring and procuring the issuance of policies may constitute him an insurance agent; but, after defining his occupation, it is not within its power to make him pay a license for a foreign corporation whose business he undertakes. 15 S. R. 290.

Life.

ASSIGNMENT—HUSBAND AND WIFE.

Union Central Life v. Woods, Ind. A. C.—Where an endowment policy is for the benefit of insured if living at its maturity, and, if not, is payable to his wife if living, otherwise to his estate or assigns, its delivery vests title in the whole of it in both husband and wife; and, though the wife's interest be in some sense contingent, the husband cannot afterwards divest it by any assignment or pledge of the policy.

A policy on the husband's life for his wife's benefit cannot be assigned by them jointly to secure his debt. His act cannot divest her interest, and hers is void for that purpose.

The application was for insurance for the wife's benefit. The policy was payable to her, if living, on her husband's death within the endowment term, "the bal-

ance of the year's premium, if any, and all other indebtedness, being first deducted." Held, that it did not contemplate a subsequent loan by the company to the insured on its faith, to be deducted as "other indebtedness" from the insurance money due the wife.

Though a policy be governed by the law of the insurer's domicile, its assignment by indorsement is governed by the law of the place where the assignment is made.

FORFEITURE.

A policy provided for forfeiture on failure to pay premiums as earned. The company took judgment on an overdue premium note, and collected it by levy and sale. Held, a waiver of the forfeiture. 37 N. E. R. 180.

FOR BENEFIT OF WIFE.

Death of Wife before Husband.—*Waldheim v. John Hancock Mutual, N. Y. C. C.*—Where life insurance is procured by a husband, payable to his wife, her name alone being mentioned in policy, and she dies before the husband, the proceeds do not go to her personal representatives. 28 N. Y. Supp. 766.

REMITTANCES BY MAIL.

Primeon v. National Life Ass'n., N. Y. S. C.—Where an insurance association or company authorizes payment of premiums by mail, the payment is made when the letter containing the remittance is deposited in the postoffice. 28 N. Y. Supp. 794.

Accident.

FALL AND DEATH.

Sharpe v. Commercial Travelers, Ind. S. C.—In a suit on an accident policy providing that the benefits should not extend to death caused by bodily infirmity or disease, it appeared that the insured suddenly fell, striking his head. There was no evidence of any external cause for the fall, and the uncontradicted testimony of the experts who conducted the post mortem showed that the heart and brain were generally diseased, and that this caused the fall and death. Held, that an affirmative instruction for defendant was properly given.

The fact that persons meeting the insured observed nothing in his appearance to indicate ill health raises no conflict as to the existence of the diseases testified to by the experts.

The fact that plaintiff was put to expense in obtaining proof of the insured's death does not estop the company from avoiding the payment, where it did not request the proofs, and informed plaintiff that it would contest payment. 37 N. E. R. 353.

American Branches of Foreign Fire Offices.

In addition to the British fire offices the following foreign companies have American branches with funds deposited with insurance departments and with assets invested in this country:

BRITISH AMERICA.

The United States branch of this Toronto company does the larger part of its total business and has \$1,108,937 of its funds, with nearly \$400,000 surplus. The premium income last year was \$940,357, a gain of nearly \$350,000. The British America is now under a strong and capable management which gives promise of a very successful business. The British America has \$750,000 paid up capital. A. R. Gurrey is the manager of the Pacific department. The business of the company in this field gained last year, and the loss ratio was less than the average.

HAMBURG-BREMEN.

The United States branch of this forty-year-old German company presents the following figures in its annual statement: Assets, \$1,231,116; surplus, \$280,663; premiums, \$1,146,887. The Hamburg-Bremen has \$300,000 paid up capital, and its surplus funds are ample. It has a creditable record of over \$9,000,000 losses paid in the United States. Rudolph Herold Jr., is the general agent of the Pacific Coast department, and he is doing a profitable and increasing business for the Hamburg-Bremen. The Coast premiums last year were in round numbers \$169,000.

PRUSSIAN NATIONAL.

The United States branch of this Stettin company is only two years old, although represented on the Pacific Coast many years, but it has already made a good record. Assets and premiums are increasing. In two years the business has increased three-fold, from \$102,000 premiums on the Coast to \$418,400 in the United States. Under Manager Franz Jacoby the Coast business has increased 50 per cent. in the last two years. Last year's premiums were \$151,276, a gain of over \$38,000. The loss ratio is very moderate in this field. The United States branch of the Prussian National has \$763,509 assets and nearly \$400,000 surplus. The home office cash capital is \$562,500.

WESTERN OF TORONTO.

The United States branch of this Canadian company gained largely in assets and premiums last year. In the last five years its business in this country has increased 50 per cent. The prominent figures of the branch statement are: Assets, \$1,652,577; surplus, \$504,743; premiums, \$1,817,254. These figures indicate strength. The Western Assurance, moreover, has \$1,000,000 paid-up capital. A. R. Gurrey, the company's new Pacific Coast manager, is making money for the Western.

The Model Insurance Journal.

It does not exist. We have an ideal which we think would make a model insurance journal. It would be a compound of several existing journals. We hesitate to name them. The model would be a weekly. East of the Mississippi a monthly insurance publication is merely a survival, though no doubt there still exists a field for it. The Far West affords no room for a "live" weekly or bi-weekly. The territory is too "wild" to support it. The model insurance journal must be a weekly, and it should be published in New York. Our ideal would be a blending of some of the features and qualities of existing publications, with improvements added. The telegraph should be used on press day, and correspondence from all quarters

should be edited and abridged with judgment. No underwriter should be editor, because he would dwell too much on technical and single phases of the business. Papers on special topics should be *solicited*, not *accepted*. Statements should be written up from the news point of view, and not, as too often now, with discreditable "reading between the lines."

The Printing Office Hazard.

The printing office is classed among the worst of physical hazards, and as a moral hazard it is not above suspicion. There is much waste paper, and oiled rags are used about the presses. Benzine is used to clean type, rollers and distributing plates, and the inks are compounds of oil and lamp-black or coloring matter. On the surface at least the physical hazard is peculiarly bad, and the insurance rate is high. Then, again, the salvage, aside from presses and cutters on the ground floor, will probably be small, for "pi-ed" type is of little value when the "pi" is made by powerful streams of water or by falling floors.

The moral hazard, too, which we are regarding superficially, is usually bad enough to promote carelessness; for the average printing-office is not very profitable, whether it is a job office or a country newspaper. The "life" of type is not long, and therefore inexperienced printers who cut prices in order to "keep the force at work" are likely to find themselves in financial difficulties when new type must be purchased to replace the "old" worn out type. Wages must be paid, and prices which merely pay running expenses and a moderate profit may end in a failure which is a surprise to the proprietor. This steady and invisible destruction of a printing "plant," which is peculiar to this risk, makes the moral hazard peculiarly bad.

These are the facts in the case, and it is on these facts, seemingly, more than on a loss experience, that printing risk rates are based. The facts seem to be misleading. Printing-office fires are rare in this field. We recall only one incendiary loss—

which was not paid, by the way. The country printer is usually impecunious, but he does not set fire to his "printery." He makes a living, and in lieu of profit accepts fame or notoriety yielded by his newspaper.

The physical hazard of the printing-office is undoubtedly bad, but a fire originating on the premises, notwithstanding that every village has a printing office, is seldom reported in our "Fires." We recall only one type printing-office fire in San Francisco in many years (that of December 25th). The Schmidt and Crocker fires originated in the lithograph departments; the Bancroft fire started in a furniture store in the basement.

Lithograph risks have proved to be very unprofitable in this field, and if they are classed as a printing risk the latter too must be recorded as unprofitable. But the two risks are essentially different, and should not be associated as one hazard unless united in one office, as is sometimes the case. In a recent supplement to the U. M. S. among the occupancy charges are: lithographing, add to key rate 50 for building rate, and 150 for contents; power printing, one large or three small presses, add 40 for building rate and 100 for contents, and 5 to each large press up to 75 and 200; newspaper, add 50 for building and 125 for contents. The average printing rates are about the same as the rate on varnish-using lithographing establishments. These schedule rates, we are sure, are not based on Pacific Coast experiences.

The Loan Associations.

I want to reply to what my friend says. The evil has grown rapidly within the last few years. The agents in the country are also agents for the loan associations. They get a commission from the loan companies, and also a commission from the insurance companies. In my own experience, I have for the past year positively prohibited and refused to approve any of the patent forms, and have been successful. In a great many instances the loans are for small sums, and

are on property more or less remote from the agencies. Agents desirous of affecting loans will often fix the value themselves, as well as negotiate the loan, and affect the insurance. So I think from every point of view, the reports of policies issued on property mortgaged to these loan associations, should receive the most critical inspection by the examiner.—Geo. D. Dornin.

Suicide and Life Insurance.

Suicide increases as civilization advances, not because life is less worth the living by the average human being, but because of the greater struggle to maintain the higher standard of comfortable living, and the nervous strain of the modern competitive system.

We assume that suicide increases with civilization, there being accepted statistics to that effect; but statistics, while they may not be false, are often misleading because incomplete. The statistics of to-day may be practically complete, while those of ten, twenty or thirty years ago, with which comparison is made, probably were limited by the inferior methods and means of gathering and recording them.

A number of writers have tried to put upon life insurance a considerable share of the responsibility for the increase in suicides. The liberal life insurance policy of the regular company or the insurance certificate of the fraternal society is declared to be an incentive to self-killing. These writers profess to believe that the love for family and the consideration for friends on the one hand and the loathing of life on the other, are so delicately balanced that the possession of a little incontestable life insurance policy decides the insured to commit the unnatural and revolting act of self-destruction.

This arraignment of human nature, this assault on common sense, is not supported by any statistics. There are no figures to show that the proportion of suicides among insured lives is any greater now than when suicide claims were not paid, nor any greater than the suicide percentage among the uninsured.

It is the practice generally now to pay suicide claims unless there is evidence that the policy was taken out with fraudulent intent to commit suicide. The companies have made a thorough trial of this liberal practice, and there is no sign of any disposition to turn back to the old illiberal practice of voiding suicide policies. The experiences of the companies are opposed to the conclusions of those writers who assert that life insurance provokes suicide. One of the few companies which persists in refusing to pay suicide claims is the Mutual Reserve Fund hat-passer, which, however, is ever seeking a pretext to defeat a claim.

One of the largest life insurance companies in the world now issues a policy incontestable for suicide without restriction as to time. This is an experiment which may prove the unwisdom of such extreme liberality, inasmuch as, without encouraging suicide, it may invite the application of a dishonest man who has made up his diseased mind to slay himself and take the "leap into the dark." But the company seems to be satisfied so far with its experience.

The great object of life insurance is not a dividend but the protection of the family from want, and the family of a suicide is as much entitled to protection as the family of the man who dies a "natural" death. The men who oppose the payment of non-fraudulent suicide claims are not only without due consideration for the unfortunate family of the suicide, but they must be classed as the enemies though professed friends of life insurance. Any man may commit suicide—no man is wholly free from such possible weakness, though he may be reasonably certain that he will never take his life with the deliberate intent to defraud the insurer. Exceptional circumstances, insanity, chagrin, desperation, delirium, incurable disease, may persuade him to "his quietus make with a bare bodkin" or otherwise.

It is this remote contingency which every man has a right to demand that life insurance shall cover, and the knowledge that it is thus covered is a source of

satisfaction and one of the strong inducements to insure. The limitation of one or two years is a reasonable precaution to protect the company from the desperate or half insane man who already nourishes the resolution to "put an end to himself." No healthy man, we imagine, will object to such precautionary limitation of incontestability.

In the Missouri insurance report Actuary Harvey discusses suicide from a theological and not from a statistological point of view. There are more suicides in these times, he asserts, because men are not so orthodox in their religious views as in the days when they cut each other's throats for religion's sake.

Mr. Harvey's opinions do not command much respect among life underwriters since he developed leanings towards the assessment humbug, and we therefore shall not quote the foggy views of his foggy intellect. Mr. Harvey assumes that life insurance is largely responsible for the alleged increase of suicide, and he wants a law passed prohibiting the life insurance companies from paying a suicide claim unless a jury of doctors pronounce the suicide insane. Imagine a jury of doctors agreeing on anything! What a nice sympathetic man Mr. Harvey is, to be sure. He would make a first-class superintendent of an orphan asylum, so keen are his sympathies with the afflicted family of the poor suicide. The Missouri actuary is not alone: there are insurance journalists equally warm-hearted. We inflict upon our readers a brief quotation from the screed from this man from the Pike county region:

But it is also true that in general practice the companies may be left to adopt just rules for their action touching suicide. The suicide risk is not one to be assumed under the standard premiums. It was but an immaterial element in the construction of the mortality tables from which the premiums were derived; and when the company provides for a return of the premiums paid, and no more, when a policy-holder destroys his own life, it does all that it ought to do, and by so doing, does no injustice to any one, and avoids the evil which has been shown to follow the law complained

of—the encouragement of future cases. If, however, a company elects to promote suicide and thereby jeopardize the interests of policyholders who want to live, its right to do so may not be questioned until insolvency overtakes it, and an accounting for erroneously used funds be demanded.

Meantime, the beneficiaries of a clearly insane or irrational suicide have never lost a penny by the volunteer act of an American life insurance company. Strict equity has ever governed in the settlement of all such cases.—Mo. Ins. Rep.

Mr. Harvey has all the conceit of ignorance. He presents no statistics in support of his assertions. He has none, but if there were any he would not have thought it necessary to present them in support of his statements. Who would dare challenge an actuary? He says the suicide risk is not one to be assumed under the standard premiums, because originally it was an immaterial element. Now (without proof) it is a material element, and the companies should therefore not pay suicide claims. Originally fatal accidents were an immaterial element of the premium. Now, with multiplied machinery and railroads, fatal accidents are too common. Should the life companies therefore decline to assume the accident hazard, or refuse to pay an accident claim on the ground that the mortality tables do not include the extra accident hazard of the present day? This was the plea of the Mutual Benefit Life Association of New York, which actually refused to pay a claim on such grounds. The opinion of the association's lawyer reads very much like Mr. Harvey's view of the suicide hazard and the exemption of the insurer. The logic of the lawyer and logic of the actuary are much the same.

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Condition and Affairs of all Life Insurance Companies Doing Business on the Pacific Coast. Five Years' General and California Figures.

| COMPANY. | GENERAL STATEMENT. | | | | | | CALIFORNIA BUSINESS. | | | | | | |
|---|--------------------|-------------|---------------------|-------------|------------|----------------------|-----------------------|-----------|--------------------|------------|---------------------|-----------------------------------|---------|
| | Admitted Assets. | Surplus. | Insurance in Force. | | Premiums. | Paid Policy-holders. | New Policies Written. | | Insurance Renewed. | | Insurance in Force. | Losses and Expenses down to Paid. | |
| | | | No. | Amount. | | | Prems. | Amount. | Prems. | | | | |
| January 1st. | \$ | \$ | \$ | \$ | \$ | \$ | \$ | \$ | \$ | \$ | \$ | \$ | |
| ETNA LIFE Capital, \$1,500,000. Hartford. 1850. H. B. Houghton, Manager. | 1894 | 39,091,531 | 6,278,980 | 135,450,723 | 4,065,714 | 3,903,169 | 104 | 205,350 | 6,612 | 1,298,821 | 47,403 | 1,580,727 | 64,004 |
| | 1893 | 38,675,518 | 6,047,608 | 132,778,466 | 4,380,767 | 1,194,380 | 153 | 310,000 | 10,074 | 1,177,321 | 46,185 | 1,672,004 | 80,423 |
| | 1892 | 37,307,238 | 6,228,148 | 127,967,218 | 4,301,304 | 3,474,808 | 117 | 362,300 | 10,043 | 1,159,321 | 44,352 | 1,538,794 | 18,987 |
| | 1891 | 36,065,147 | 6,085,900 | 117,636,382 | 4,016,225 | 3,536,410 | 115 | 352,500 | 13,969 | 1,092,428 | 40,776 | 1,434,554 | 33,153 |
| | 1890 | 34,806,819 | 5,836,217 | 110,669,719 | 3,738,703 | 3,641,441 | 124 | 294,000 | 12,212 | 950,569 | 35,979 | 1,384,089 | 44,080 |
| CONNECTICUT MUTUAL Capital, \$1,000,000. Hartford. 1846. James L. Fogg, District Superintendent. | 1894 | 61,348,887 | 7,127,933 | 156,904,108 | 4,622,300 | 5,824,615 | 303 | 609,000 | 14,951 | 3,417,727 | 126,312 | 4,503,950 | 97,472 |
| | 1893 | 60,761,550 | 7,198,176 | 157,737,362 | 4,022,303 | 5,957,100 | 355 | 803,500 | 32,282 | 3,305,300 | 113,918 | 4,638,131 | 103,181 |
| | 1892 | 59,738,480 | 6,579,049 | 155,013,055 | 4,504,815 | 5,815,371 | 254 | 715,750 | 28,917 | 3,024,800 | 106,301 | 4,330,829 | 70,900 |
| | 1891 | 58,747,707 | 6,054,767 | 145,284,742 | 4,416,755 | 5,833,503 | 169 | 652,500 | 29,941 | 2,751,000 | 87,965 | 4,016,390 | 63,525 |
| | 1890 | 57,874,972 | 5,400,891 | 151,739,494 | 4,418,396 | 5,839,313 | 76 | 291,500 | 9,705 | 2,737,400 | 87,424 | 3,550,690 | 90,855 |
| EQUITABLE LIFE Capital, \$100,000. New York. 1859. Ransom White, Manager. | 1894 | 166,297,408 | 20,685,533 | 982,582,557 | 35,537,389 | 17,650,315 | 985 | 2,798,000 | 100,531 | 12,448,900 | 501,580 | 15,784,066 | 291,034 |
| | 1893 | 153,090,052 | 20,720,438 | 850,962,245 | 31,046,568 | 16,534,418 | 773 | 3,014,600 | 113,231 | 11,791,017 | 463,183 | 14,970,717 | 214,071 |
| | 1892 | 138,198,518 | 24,880,751 | 801,891,557 | 33,126,350 | 14,793,696 | 809 | 4,246,000 | 187,878 | 11,013,338 | 457,294 | 13,611,838 | 192,319 |
| | 1891 | 119,243,744 | 21,510,671 | 720,662,473 | 29,352,508 | 13,256,672 | 733 | 3,551,500 | 107,376 | 9,513,000 | 391,182 | 12,153,781 | 195,417 |
| | 1890 | 107,150,300 | 21,072,479 | 631,016,666 | 25,357,323 | 11,842,858 | 656 | 4,369,500 | 191,720 | 8,241,300 | 380,963 | 12,933,612 | 193,475 |
| GERMANIA LIFE Capital, \$200,000. New York. 1850. W. A. Jacobs, Manager. | 1894 | 18,680,858 | 1,187,927 | 68,535,382 | 2,898,240 | 1,900,107 | 256 | 635,454 | 24,042 | 2,332,349 | 63,680 | 2,530,514 | 82,302 |
| | 1893 | 17,744,293 | 1,230,298 | 66,035,602 | 2,737,552 | 1,700,896 | 33 | 111,215 | 3,140 | 2,386,331 | 70,301 | 2,567,590 | 130,013 |
| | 1892 | 16,773,955 | 1,131,209 | 62,109,110 | 2,627,820 | 1,802,063 | 15 | 60,500 | 3,366 | 3,018,875 | 78,702 | 3,780,753 | 41,303 |
| | 1891 | 15,829,810 | 1,075,505 | 58,257,620 | 2,411,590 | 1,598,516 | 31 | 285,500 | 14,342 | 3,374,136 | 67,896 | 3,718,236 | 70,794 |
| | 1890 | 14,912,720 | 1,182,642 | 54,223,000 | 2,256,811 | 1,587,713 | 40 | 137,300 | 6,180 | 3,306,430 | 76,156 | 3,594,730 | 85,325 |
| HOME LIFE Capital, \$125,000. New York. 1860. Wm. H. Dunphy, Manager. | 1894 | 8,246,604 | 1,174,969 | 30,220,320 | 1,535,056 | 833,580 | 114 | 351,820 | 18,091 | 1,181,000 | 49,580 | 1,487,065 | 5,000 |
| | 1893 | 8,085,362 | 1,528,305 | 32,101,776 | 1,310,105 | 900,320 | 156 | 545,675 | 21,147 | 1,109,333 | 47,795 | 1,552,413 | 57,500 |
| | 1892 | 7,054,178 | 1,507,064 | 32,161,776 | 1,206,215 | 746,616 | 178 | 461,835 | 21,328 | 818,833 | 34,579 | 1,214,168 | 32,500 |
| | 1891 | 6,748,767 | 1,455,232 | 29,027,638 | 1,001,621 | 657,810 | 127 | 676,133 | 27,358 | 537,000 | 22,116 | 1,206,633 | 6,500 |
| | 1890 | 6,748,767 | 1,300,234 | 55,870,171 | 930,301 | 628,897 | 127 | 418,000 | 14,772 | 339,000 | 15,620 | 812,000 | 5,000 |
| MANHATTAN LIFE Capital, \$100,000. New York. 1850. Jno. Landers, General Agent. | 1894 | 13,462,361 | 1,741,767 | 64,201,470 | 2,113,910 | 1,737,020 | 130 | 355,343 | 9,911 | 3,104,109 | 113,896 | 3,962,173 | 35,510 |
| | 1893 | 13,286,918 | 1,018,295 | 61,271,530 | 1,901,376 | 1,698,941 | 293 | 1,108,751 | 35,168 | 2,975,554 | 106,153 | 4,397,528 | 135,416 |
| | 1892 | 12,870,200 | 1,070,360 | 59,057,428 | 2,090,262 | 1,500,470 | 204 | 1,204,193 | 44,091 | 2,727,137 | 102,085 | 4,052,701 | 125,544 |
| | 1891 | 12,281,600 | 1,036,631 | 54,500,754 | 1,880,628 | 1,358,348 | 436 | 1,528,270 | 59,912 | 2,870,427 | 87,025 | 4,019,706 | 47,300 |
| | 1890 | 11,729,400 | 1,043,225 | 51,137,066 | 1,762,958 | 1,441,588 | 404 | 1,216,802 | 48,986 | 2,423,063 | 60,896 | 3,380,365 | 84,088 |
| MASSACHUSETTS MUTUAL Capital, \$100,000. Springfield. 1851. C. M. T. Parker, Manager. | 1894 | 14,480,480 | 1,023,717 | 83,760,989 | 2,911,104 | 1,651,862 | 116 | 216,000 | 6,240 | 311,000 | 10,341 | 527,000 | 5,000 |
| | 1893 | 13,433,668 | 1,060,559 | 78,467,407 | 2,723,573 | 1,465,018 | 144 | 358,500 | 12,607 | 110,000 | 3,680 | 468,500 | 6,033 |
| | 1892 | 12,329,520 | 1,006,582 | 69,527,695 | 2,596,916 | 1,394,388 | 56 | 169,000 | 3,120 | 5,000 | 167 | 174,000 | 4,500 |
| | 1891 | 11,252,640 | 873,006 | 63,200,780 | 2,170,032 | 1,222,384 | | | | | | | |
| | 1890 | 10,415,818 | 804,606 | 56,320,543 | 1,867,547 | 1,092,069 | | | | | | | |

| | | | | | | | | | | | | | |
|-------------------------------------|------|-------------|------------|-------------|------------|------------|------|-----------|---------|------------|---------|------------|---------|
| MUTUAL BENEFIT | 1894 | 53,355,697 | 3,592,992 | 292,276,750 | 7,311,842 | 6,667,506 | 107 | 407,800 | 13,917 | 2,912,928 | 116,029 | 3,518,122 | 62,529 |
| Newark, N. J. 1845. | 1893 | 51,592,877 | 3,651,691 | 155,698,088 | 6,952,823 | 5,833,911 | 110 | 404,500 | 16,126 | 2,980,500 | 116,028 | 3,550,191 | 76,674 |
| Jas. Munsell, Jr., Manager. | 1892 | 49,051,115 | 3,541,217 | 183,171,333 | 6,441,001 | 5,833,908 | 106 | 629,650 | 27,142 | 2,898,618 | 110,180 | 3,308,031 | 51,908 |
| | 1891 | 47,110,381 | 3,431,571 | 172,840,914 | 5,577,870 | 5,378,739 | 133 | 597,650 | 21,251 | 2,587,500 | 105,497 | 3,280,403 | 50,520 |
| | 1890 | 45,337,039 | 3,406,335 | 162,617,014 | 5,563,836 | 5,030,818 | 175 | 620,000 | 25,830 | 2,325,500 | 94,311 | 3,078,430 | 58,158 |
| MUTUAL LIFE | 1894 | 184,935,690 | 15,146,298 | 892,897,478 | 33,534,238 | 30,885,472 | 1747 | 5,375,796 | 233,735 | 19,371,850 | 882,085 | 36,887,052 | 611,189 |
| New York. 1843. | 1893 | 173,193,263 | 14,321,216 | 745,780,033 | 32,047,715 | 19,386,523 | 1820 | 6,116,451 | 313,265 | 17,892,950 | 812,181 | 36,135,315 | 338,915 |
| A. B. Forbes & Son, General Agents. | 1892 | 158,124,245 | 10,818,807 | 685,484,158 | 30,092,318 | 15,185,712 | 1261 | 5,118,073 | 291,219 | 16,170,000 | 721,818 | 22,888,023 | 288,417 |
| | 1891 | 146,494,180 | 9,870,622 | 638,031,180 | 27,003,083 | 16,373,200 | 1122 | 4,817,436 | 292,827 | 14,299,000 | 696,704 | 21,603,111 | 227,308 |
| | 1890 | 135,638,539 | 9,443,959 | 573,727,859 | 23,727,859 | 15,200,608 | 925 | 4,114,122 | 240,175 | 13,119,150 | 604,071 | 20,151,451 | 203,777 |
| NATIONAL LIFE | 1894 | 9,880,656 | 1,107,244 | 61,632,613 | 2,288,814 | 1,088,644 | 261 | 498,500 | 13,880 | 1,512,500 | 56,262 | 2,031,000 | 27,091 |
| Montpelier, Vt. 1850. | 1893 | 8,762,451 | 1,001,560 | 58,076,353 | 2,088,218 | 951,878 | 210 | 693,500 | 23,052 | 1,260,000 | 49,511 | 1,973,500 | 3,000 |
| G. M. Stolt, Manager. | 1892 | 7,564,149 | 844,116 | 51,369,348 | 1,577,778 | 948,701 | 277 | 711,500 | 27,091 | 1,067,000 | 39,310 | 1,778,500 | 23,000 |
| | 1891 | 6,763,845 | 848,252 | 46,392,301 | 1,780,472 | 728,004 | 197 | 681,500 | 22,123 | 980,500 | 21,030 | 1,692,000 | 10,000 |
| | 1890 | 5,917,155 | 930,867 | 38,767,341 | 1,456,069 | 633,166 | 124 | 410,000 | 13,110 | 318,500 | 11,756 | 728,500 | 7,500 |
| NEW ENGLAND MUTUAL | 1894 | 23,115,225 | 1,027,585 | 92,420,019 | 3,048,004 | 2,906,788 | 323 | 775,250 | 32,778 | 5,107,500 | 201,657 | 6,117,098 | 104,469 |
| Boston. 1843. | 1893 | 23,026,001 | 2,328,769 | 90,859,007 | 3,021,000 | 2,514,251 | 357 | 843,000 | 32,898 | 4,910,000 | 195,733 | 6,280,408 | 96,371 |
| H. K. Field, General Agent. | 1892 | 21,946,691 | 2,142,808 | 87,356,297 | 2,729,235 | 2,573,853 | 243 | 790,500 | 30,219 | 4,633,000 | 183,428 | 5,914,250 | 117,218 |
| | 1891 | 20,582,457 | 2,483,400 | 84,024,809 | 2,801,348 | 2,512,280 | 261 | 773,000 | 29,517 | 4,583,000 | 173,311 | 5,891,033 | 92,068 |
| | 1890 | 19,052,457 | 2,483,400 | 78,954,903 | 2,629,886 | 2,254,042 | 294 | 877,500 | 33,074 | 4,440,500 | 170,288 | 5,818,365 | 121,321 |
| NEW YORK LIFE | 1894 | 148,700,781 | 17,025,630 | 779,156,657 | 27,488,657 | 15,038,450 | 1791 | 7,920,440 | 345,784 | 13,130,500 | 469,557 | 21,572,140 | 386,788 |
| New York. 1845. | 1893 | 137,490,199 | 16,804,948 | 680,248,629 | 25,040,114 | 13,935,012 | 1572 | 6,700,470 | 292,359 | 10,243,000 | 420,138 | 17,319,970 | 178,956 |
| Alex. G. Hawes, Manager. | 1892 | 125,947,261 | 15,141,023 | 620,063,178 | 26,256,275 | 12,671,491 | 1346 | 6,182,500 | 292,865 | 9,227,500 | 350,618 | 14,785,025 | 205,269 |
| | 1891 | 115,003,966 | 15,069,047 | 569,338,726 | 26,587,250 | 13,279,544 | 855 | 4,846,500 | 292,865 | 8,442,500 | 335,275 | 12,847,500 | 227,000 |
| | 1890 | 104,415,322 | 15,054,263 | 495,601,970 | 24,242,517 | 12,121,122 | 781 | 4,403,000 | 298,565 | 7,810,000 | 296,218 | 12,170,500 | 256,374 |
| NORTHWESTERN MUTUAL | 1894 | 64,012,297 | 11,230,571 | 325,152,947 | 11,921,814 | 5,299,500 | 303 | 951,000 | 35,030 | 4,813,000 | 167,018 | 5,974,000 | 68,314 |
| Milwaukee, Wis. 1858. | 1893 | 56,235,025 | 9,456,320 | 312,512,043 | 11,804,016 | 4,854,006 | 302 | 1,135,000 | 41,746 | 4,596,529 | 150,379 | 5,000,329 | 65,483 |
| Clarence M. Smith, General Agent. | 1892 | 48,808,880 | 7,873,915 | 273,674,753 | 11,717,914 | 4,161,043 | 382 | 1,383,000 | 52,392 | 3,517,000 | 132,317 | 4,846,000 | 62,361 |
| | 1891 | 42,338,260 | 6,516,671 | 238,908,807 | 8,922,775 | 3,523,136 | 319 | 1,101,000 | 40,466 | 2,828,052 | 142,460 | 3,329,052 | 58,064 |
| | 1890 | 37,107,330 | 5,632,047 | 217,347,174 | 7,347,174 | 3,512,122 | 310 | 1,057,500 | 48,357 | 2,598,507 | 116,092 | 3,336,367 | 63,500 |
| PACIFIC MUTUAL | 1894 | 2,711,424 | 320,825 | 13,725,832 | 524,941 | 384,893 | 292 | 873,500 | 37,320 | 6,041,000 | 200,792 | 7,140,993 | 169,281 |
| Capital, \$100,000. | 1893 | 2,606,514 | 311,851 | 547,174 | 547,174 | 381,876 | 311 | 1,181,486 | 49,431 | 5,558,500 | 282,172 | 6,746,755 | 133,264 |
| San Francisco. 1868. | 1892 | 2,380,043 | 258,191 | 12,580,840 | 405,949 | 355,365 | 362 | 1,084,085 | 40,031 | 5,365,000 | 260,820 | 6,578,548 | 150,547 |
| Kilharif & Beaver, General Agents. | 1891 | 2,298,469 | 270,766 | 11,671,296 | 454,515 | 343,013 | 319 | 874,037 | 37,802 | 5,204,000 | 247,980 | 6,436,628 | 169,398 |
| | 1890 | 2,147,681 | 266,935 | 10,681,100 | 416,716 | 268,114 | 269 | 696,390 | 30,360 | 5,201,000 | 243,608 | 6,033,507 | 107,328 |
| PENN | 1894 | 22,555,698 | 2,446,926 | 124,287,718 | 5,018,273 | 2,892,262 | 148 | 484,000 | 24,352 | 1,729,000 | 57,951 | 2,206,000 | 5,617 |
| Philadelphia. | 1893 | 20,808,692 | 2,693,640 | 117,925,418 | 4,757,172 | 2,317,943 | 246 | 643,500 | 24,266 | 1,310,000 | 43,461 | 1,983,500 | 1,105 |
| | 1892 | 18,431,984 | 1,033,636 | 103,753,521 | 4,074,303 | 2,312,026 | 296 | 896,000 | 25,039 | 853,000 | 31,023 | 1,648,000 | 10,200 |
| | 1891 | 16,485,438 | 1,726,910 | 90,278,701 | 3,698,191 | 2,071,460 | 176 | 533,500 | 13,480 | 595,500 | 17,537 | 1,009,500 | 5,000 |
| | 1890 | 15,003,494 | 1,837,301 | 79,069,580 | 3,084,592 | 1,700,047 | 145 | 435,000 | 13,003 | 500,000 | 4,003 | 631,500 | 5,000 |
| PROVIDENT SAVINGS | 1894 | 1,423,140 | 621,195 | 83,101,424 | 2,077,727 | 1,398,793 | 421 | 1,025,150 | 21,079 | 1,150,565 | 20,359 | 2,175,715 | 20,000 |
| Capital, \$100,000. New York. 1875. | 1893 | 1,225,278 | 620,093 | 76,843,241 | 1,839,918 | 1,173,498 | 225 | 822,500 | 17,739 | 1,471,000 | 13,102 | 2,230,300 | 30,000 |
| Allen & Pratt, Managers. | 1892 | 960,238 | 496,704 | 69,676,446 | 1,615,593 | 1,056,410 | 56 | 235,000 | 2,049 | 948,000 | 9,481 | 1,095,000 | 40,000 |
| | 1891 | 805,735 | 354,828 | 61,513,569 | 1,515,591 | 1,065,079 | 94 | 575,000 | 1,183 | 125,000 | 8,630 | 1,083,000 | 35,000 |
| | 1890 | 676,540 | 325,793 | 69,364,208 | 1,343,630 | 924,746 | 120 | 728,000 | 11,000 | 1,000,000 | 2,000 | 730,000 | 20,000 |

Condition and Affairs of all Life Insurance Companies Doing Business on the Pacific Coast. Five Years' General and California Figures.—Concluded

| COMPANY. DATE BEGAN BUSINESS. SAN FRANCISCO REPRESENTATIVE. | GENERAL STATEMENT. | | | | | CALIFORNIA BUSINESS. | | | | | |
|---|--------------------|------------|---------------------|------------|---------------------|-----------------------|---------|--------------------|-----------|---------------------|---------------------------|
| | Admitted Assets. | Surplus. | Insurance in Force. | Premiums. | Paid Policyholders. | New Policies Written. | | Insurance Renewed. | | Insurance in Force. | Losses and Expenses Paid. |
| | | | | | | No. | Amount. | Pre'ms. | Amount. | | |
| January 1st. | \$ | \$ | \$ | \$ | \$ | \$ | \$ | \$ | \$ | \$ | \$ |
| TRAVELERS Hartford. 1866. W. W. Haskell, General Agent. | 1804 | 13,486,281 | 993,688 | 79,995,867 | 2,073,719 | 110 | 368,000 | 11,841 | 884,750 | 28,123 | 1,244,750 |
| | 1803 | 12,622,999 | 1,361,854 | 73,804,133 | 1,905,623 | 103 | 335,961 | 10,314 | 1,053,979 | 36,340 | 1,387,940 |
| | 1802 | 11,506,503 | 1,375,521 | 61,801,064 | 1,696,925 | 80 | 230,974 | 7,860 | 967,375 | 29,860 | 1,297,240 |
| | 1801 | 10,466,489 | 1,305,042 | 53,558,220 | 1,515,069 | 103 | 243,433 | 7,142 | 884,842 | 29,860 | 1,296,275 |
| | 1800 | 9,656,148 | 1,383,402 | 44,978,949 | 1,340,404 | 103 | 204,469 | 6,156 | 782,933 | 27,569 | 953,362 |
| UNION CENTRAL Capital, \$100,000. Cincinnati. 1867. F. A. Archibald, Manager. | 1804 | 10,933,707 | 1,032,981 | 70,874,751 | 2,775,974 | 74 | 152,066 | . | 599,572 | . | 752,538 |
| | 1803 | 9,345,832 | 724,368 | 64,843,548 | 2,570,524 | 172 | 373,096 | . | 453,526 | . | 826,612 |
| | 1802 | 7,873,930 | 487,320 | 57,055,771 | 2,317,782 | 133 | 326,277 | 2,347 | 386,450 | 130 | 617,450 |
| | 1801 | 6,614,467 | 379,829 | 50,055,701 | 2,078,284 | 137 | 360,950 | . | 256,500 | . | 761,100 |
| | 1800 | 5,575,497 | 378,884 | 41,693,121 | 2,068,341 | 236 | 583,600 | . | . | . | . |
| UNION MUTUAL Portland, Me. 1849. W. C. Leavitt, Manager. | 1804 | 6,442,524 | 222,474 | 35,914,416 | 964,301 | 144 | 287,000 | 10,290 | . | 27,271 | 27,571 |
| | 1803 | 6,428,894 | 330,516 | 33,293,485 | 843,904 | 83 | 158,300 | 6,031 | . | 26,382 | 30,356 |
| | 1802 | 6,207,555 | 362,198 | 30,649,400 | 849,375 | 161 | 310,000 | 10,617 | . | 21,405 | 11,488 |
| | 1801 | 6,203,768 | 328,868 | 28,218,754 | 782,364 | 64 | 154,000 | 5,263 | . | 22,758 | 32,444 |
| | 1800 | 6,157,343 | 317,516 | 27,204,606 | 724,117 | 55 | 126,500 | 4,620 | . | 19,251 | 9,745 |
| WASHINGTON LIFE Capital, \$25,000. New York. 1860. J. H. Gray, General Agent | 1804 | 13,581,840 | 391,534 | 49,709,521 | 2,138,468 | 32 | 51,145 | 1,219 | 511,573 | 17,492 | 605,739 |
| | 1803 | 12,012,800 | 401,497 | 51,561,032 | 2,229,730 | 42 | 73,378 | 2,780 | 492,201 | 18,350 | 604,800 |
| | 1802 | 11,401,624 | 377,404 | 50,586,632 | 2,150,804 | 43 | 90,734 | 1,735 | 478,710 | 19,002 | 621,742 |
| | 1801 | 10,731,300 | 359,585 | 48,397,326 | 2,082,808 | 26 | 62,100 | 1,554 | 594,700 | 19,326 | 604,498 |
| | 1800 | 10,019,268 | 348,444 | 46,300,324 | 1,975,824 | 25 | 57,052 | 1,688 | 484,700 | 17,773 | 550,222 |

Homage to the Broad-cloth.

That the outward and visible man should materially contribute to the success or failure of business enterprise (says the Insurance Agent of London) is not perhaps consistent with the higher ethics, but upon the broad plane of the mundane realities of the 19th century it is found to be an every-day experience. A man of imposing presence commands a measure of deference which is unknown to the commonplace type, and although physique and intellectuality of countenance play an important part in the making of this presence, physical defects may be largely compensated by artificial means.

The coat upon a man's back is rightly or wrongly regarded as the index of his bank balance; his bank balance is regarded as an index of his success in life, and his success in life has at any rate some relation to the amount of brains in his cranium. And so it is, homage is paid to the broadcloth. A seedy-looking fellow is shown the door, whilst the shiny hat and well-oiled habiliments enjoy an immunity from rough and uncivil treatment, and not infrequently ensure a measure of respect. The fact is, the man who can command money can command most things, and the very appearance of opulence goes a long way on the road to the genuine article. It is recorded of one of the most successful of insurance agents that, when laying the train for a proposal, he would stand, hands in pockets, jingling his shekels, and, as if thoughtlessly, would bring out a handful of sovereigns, look at them meditatively, and carelessly re-

turn them whence they came, and so he would impress his auditors as a man of too considerable importance to be put off with the usual caustic responses.

The experienced business man knows the importance of making a good impression at a first interview. He gets a footing where so many only get the snub. Those who appear to be in doubtful circumstances give the impression of asking a favor, and are classed with the deserving charities; whilst the man who from appearance and general bearing has an air of prosperity about him, finds the ways of life easier, and although he may not have a pocket full of sovereigns, will be on the right road to possess them.

Legal Tender.

A vacancy during the time of the moving out of one tenant and the moving in of another is not a vacancy within the meaning of the policy.

An agent who solicits insurance, collects premiums, and issues policies, is a proper person on whom to serve notice of demand for arbitration.

A broker may recover of the insured an expense of telegrams sent at the latter's request without proof that they were received.

The Clarendon Hotel Case.

Ten years ago the Clarendon hotel in Portland, Or., was insured in the name of E. S. Kearney, receiver in the suit of Ben. Holladay v. Jos. Holladay. Soon thereafter the hotel burned, but in the interval D. P. Thompson had succeeded Kearney as receiver. The insurer refused to pay Thompson, the policy being payable to Kearney, who no longer had any interest in the property.

Receiver Thompson brought suit in the federal court, but the suit was dismissed because he had not obtained permission as administrator to bring the suit. Another suit was brought, but the defendant demurred because the limitation period had expired. Judge Deody sustained the demurrer, but the United States supreme court reversed his decision. The case was again tried, and a decision given defendant on the ground that the suit was not brought within the prescribed twelve months.

James Steel, administrator of the Holladay estate, carried the case to the court of appeals, which gave him judgment. The Phenix Insurance Company then procured a writ of certiorari, and the case was submitted to the

United States supreme court, which has just sustained the court of appeals, with judgment against the defendant company for \$5,000, and interest at 8 per cent. and costs.

Rate of Survival of Husbands and Wives.

The Chronicle says: "Recent insurance statistics show that if the wife dies first the husband on an average survives nine years, while if the husband dies first the wife survives eleven years." We are skeptical. Will our New York contemporary oblige us with its authority? Insurance statistics are supplied by insurance companies, which, by the way, are not in the habit of insuring wives. Why should the companies make inquiries as to the survival of the wife after the husband dies? and are male policyholders in the habit of notifying the insurer of the fact of the death of the wife? These "insurance statistics," to be of value, should eliminate the widowers and widows who re-marry; and we are quite sure that no life insurance company requires a policyholder to give notice of marriage. We breathlessly await the Chronicle's reply.

Indicator Life Chart.

For five years ending December 31, 1893; regular legal reserve life insurance companies; by F. Leavenworth Pub. Co., Detroit; price 50 cents. This chart contains some useful features not found in other life charts.

Signs of Long Life.

There are external indications which give a fair idea of long and short life. It is not in one trait, but in the entire make-up of the individual before the examiner. There are the color, the motions, the measurements, including size of head, one of the most certain indications of long or short life, for in the brain lies the great centre of power. A person with a head whose diameter at the thin portion of the temporal bones measures five and a half to six inches, is almost sure to give a longevity on the father's side of seventy to ninety years or over. If the head measures in front from the external auditory canal to the naso-frontal suture as much as four and three-fourths or five inches, we may be almost sure of long life on the maternal side. A beard darker or redder than the hair indicates inheritance from the paternal side; if lighter than the hair, the inheritance is probably from the maternal side.

Condition and Affairs of all Accident and Surety Insurance Companies Doing Business on the Pacific Coast. Five Years' General and California Figures. Concluded.

| COMPANY. | GENERAL STATEMENT. | | | | | CALIFORNIA BUSINESS. | | | | |
|--------------------------------------|--------------------|-----------|---------------------|-----------|----------------------|-----------------------|--------------------|---------------------|--------------|------------|
| | Admitted Assets. | Surplus. | Insurance in Force. | Premiums. | Claims and Expenses. | New Policies Written. | Insurance Renewed. | Insurance in Force. | Losses Paid. | |
| January 1st. | | | | | | No. | Amount. | Premiums. | Amount. | |
| DATE BEGAN BUSINESS. | | | | | | | | | | |
| SAN FRANCISCO REPRESENTATIVE. | | | | | | | | | | |
| TRAVELERS | 2,527,848 | 1,210,085 | 250,364,712 | 2,411,042 | 2,205,200 | 3031 | 6,802,100 | 18,707 | 4,806,340 | 7,840,000 |
| Capital, \$1,000,000. | 1,175,845 | 1,175,845 | 290,031,112 | 2,359,704 | 2,000,031 | 1908 | 6,853,700 | 20,125 | 5,144,000 | 8,915,300 |
| Hartford 1864. | 2,106,000 | 1,496,134 | 358,040,038 | 2,104,427 | 1,933,046 | 3136 | 10,230,600 | 29,042 | 4,644,500 | 4,575,300 |
| W. W. Haskell, General Agent. | 1,777,978 | 1,183,718 | 241,211,089 | 2,128,523 | 2,048,066 | 5639 | 17,399,200 | 37,508 | 5,151,350 | 11,320,550 |
| UNION CASUALTY & SURETY. | 1,847,082 | 1,343,021 | 243,716,608 | 2,006,132 | 2,856,036 | 4806 | 15,464,650 | 37,531 | 4,251,700 | 10,550,430 |
| Capital, \$250,000. St. Louis. 1862. | 559,519 | 352,105 | 46,202,902 | 163,125 | 165,911 | 306 | 2,317,787 | 11,000 | 23,330 | 20,217 |
| J. D. Maxwell, General Agent. | | | | | | | | | | 35 |

The Home Life Insurance Company.

The record for 1893 of this prosperous New York life company is very creditable. Gains were made in assets, in premiums, in income, in insurance written and in insurance in force. Considering the character of 1893, this record is doubly creditable to the company and its management. Another point: Death claims decreased and dividends increased.

The annual statement of the Home Life for the year ending December 31, 1893, is thus summarized: Assets, \$8,458,206, a gain of some \$400,000; surplus, \$1,386,592; premiums, \$1,535,056, a gain of \$225,000; new business written, \$13,245,619; insurance in force, \$39,220,330, a gain of \$1,211,957. Of course, the expenditures for commissions increased, but salaries and traveling expenses were reduced 20 per cent.

The Home Life issues some very attractive and liberal policies, and its renewable term policies meet the wants of insurers who are persuaded to go into assessment associations because of the alleged cheapness of their alleged insurance. The preferred indisputable dividend endowment bond policy of the Home Life appeals strongly to all kinds of insurers.

The Pacific Coast manager is W. H. Dunphy, Flood building, San Francisco, who offers some liberal contracts and good territory to agents.

The Life Insurance Clearing Company of St. Paul requires its general agents to take shares of its capital stock. It has \$153,312 assets and \$2,276,500 insurance in force. We sincerely hope that this company will prove a great success in dealing with impaired lives. Such a company is greatly needed.

Railroad accidents are often very destructive to life. It appears, from recent happenings, that even a locomotive may be "killed."

The Northwestern Live Stock Ins. Co. of Des Moines, Ia., seems to be having a fair degree of success in its experimental field. It ventures so far away from home as Kentucky. The company began business in 1886, and has a paid-up capital of \$100,000, and \$171,246 assets. Since organized it has collected \$439,628 premiums and paid \$158,847 losses and an average of 7 per cent. dividends to stockholders.

Speaking of the retirement of the Guardian—and its remarks apply equally to the Sun Fire—the Insurance Observer of London says: "The incursion of numerous companies to the United

States has been looked upon by the older established offices with a jealous feeling, and we are open to state that a heavy loss has not been always, on this account, been viewed regretfully. The way of these transgressors—the more recently arrived offices—has been made as hard as possible; and strong in their millions, the Liverpool offices amongst others have not been inclined to greatly help forward a better state of affairs.”

Opium and Life Insurance.

An East Indian company has found that the mortality among the opium-eating natives is less than that of the Europeans. Not a single death has been due to opium-eating. Of course the company does not insure natives who are immoderate consumers of opium. English lives have suffered 52 per cent. greater mortality than the expected rate, while the Indian lives have experienced only 16 per cent. greater mortality. The India-born children of Europeans can not be reared in India, but must be sent to a cold climate at an early age, or as soon as a symptom of liver disease exhibits itself. The adult immigrants from Europe are almost equally susceptible to the effects of the hot climate. The actuary of the Oriental life office, testifying before a government commission on opium, said the prohibition of opium would lead the natives to take intoxicating drinks, which he thought a far worse evil. We have not seen any opposing testimony. The government is understood to be in favor of the opium traffic. Here in San Francisco something is known of the immoderate use of opium, the effect of which is worse than that of the immoderate use of spirituous liquors.

Mutual Reserve Fund Life Association of New York.

The Financial Times of England says: Those of our readers who have studied the reports of the Mutual Reserve Fund Life Association must have been struck with two features. One of these is the heavy amount of claims unsettled at the date of report, and the other is the enormous expense connected with the process of “investigating, adjusting and settling” claims. On these points we can throw a ray of light, which may be useful. The proposal form and that for medical officers’ report, used by this office, contain a multitude of questions bearing on past and present health, history, habits, parentage and connections, prospects and condition of the candidate, in a minute detail which those who know only the

practice of our home offices can hardly conceive. Seldom does a man think of keeping a copy of his proposal form, and he has no opportunity of doing so with the medical report on the catechism in which he has given *vera voce* answers to be inscribed by the physician. These preliminaries gone through and the victim duly booked, the important documents are carefully filed in the archives of the society, for future reference.

At last a day comes that the man dies and the insurance money is needed; the whole of it. If he has a policy with a real insurance company, his representatives have to provide an ordinary certificate of death, a simple declaration by the medical man who attended him, and usually a certificate by a respectable person that the man who died is the man who is described in the policy. These documents can be got in a couple of days, and on presentation thereof, along with the policy and a clear title, most companies at once pay over the money. Mark the difference with the Yankee company! On application to the office, five forms are supplied, each containing a formidable battery of queries:—

| | | |
|-------------------------|----|-----------|
| Claimant's declaration, | 37 | questions |
| Doctor's | 26 | “ |
| Clergyman's | 9 | “ |
| Friend's | 13 | “ |
| Undertaker's | 7 | “ |

All these have to be *judicially* subscribed, and the company reserves the right to ask any further question which may seem necessary. It is hardly within the bounds of possibility that even the wife, friend, doctor, and minister of the deceased can accurately remember all the details of long past ailments from which he or his relatives suffered; and if their statements do not agree with those made by him, there is a lovely opening for delay and “adjustment.” The insured may honestly enough have described himself as having always been of temperate habits and not given to excess as regards stimulants or narcotics. The poor widow, however, may have a conviction that “John could have been better in health if he had not smoked quite so much,” or the private friend may have a recollection that, on a few festive occasions, the “cup that cheers” had been somewhat in evidence. Being put to categorical question, and on oath, a trace of these reflections may appear in the answers. If so, woe to the settlement until there has been further delay, more questions, and, quite likely, an “adjustment.” The company’s own returns are not reassuring. Take those for 1892 as a specimen:—

| | |
|--|---------|
| Claims adjusted not yet due | £41,080 |
| Claims being adjusted | 84,158 |
| Claims resisted | 12,980 |
| Cost of adjusting and settling | 11,216 |

Once more we would warn the unwary not to enter the membership of this concern. Its death rate is already close on what it persists in assuming as the maximum possible, while owing to its youth and the fact that no one over sixty years of age is admitted, *it has not yet paid a single death claim where the insured had reached his expectation of life.*

Three Months Pacific Coast Fires Classified.

Jan. Feb. Mar.

B.

| | | | |
|--|----|----|----|
| Banks | I | | |
| Bridges and trestles | I | | |
| Brick bldgs—conts. not named | 11 | 8 | 14 |
| Butcher shops | | 2 | I |
| Barber shops | | | I |
| Barns and stables, including grain and hay | 11 | 12 | 9 |
| Bakeries | | | I |

C.

| | | | |
|---------------------------------------|---|---|---|
| Crockery, lamps, etc | | I | I |
| Churches | | | I |
| Cooper shops | I | | |
| Confectionery store & conts | I | | |

D.

| | | | |
|------------------------------------|-----|----|-----|
| Dairies, creameries | | I | |
| Drug stores and drugs | | 4 | I |
| Dwgs—conts and furniture | 133 | 91 | 136 |
| Dwelling and barn | 2 | | |

E.

| | | | |
|---------------------------|--|---|---|
| Electric Plants | | I | I |
|---------------------------|--|---|---|

F.

| | | | |
|---|----|----|----|
| Furniture store | | | 2 |
| Frame bldgs, contents unnamed | 25 | 16 | 31 |
| Farm property | 2 | I | |
| Foundries—Iron works, etc | I | I | I |
| Factories—Tobacco and cigars | I | | |
| —Boots and shoes | I | | |
| —Underwear | | | I |
| Fruit dryers | I | | |

G.

| | | | |
|--|---|---|---|
| General fires | 4 | 5 | 5 |
| Growing grain, grain in field and hay in stack | | I | |
| Groceries | 2 | | 2 |

H.

| | | | |
|--|----|---|---|
| Halls, lodging houses, theaters and contents | 2 | 2 | 4 |
| Hotels and boarding houses | 12 | 6 | 4 |

L.

| | | | |
|-------------------------------|---|--|--|
| Laundries | 2 | | |
| Lumber and shingles | I | | |

M. Jan. Feb. Mar.

| | | | |
|---|----|----|----|
| Mills—Saw | I | I | 3 |
| —Quartz, etc | 2 | 2 | I |
| —Flour | I | | |
| —Planing, sash and door factories | I | I | I |
| —Spice | | I | |
| Merchandise and buildings | 46 | 22 | 34 |
| Marble yards | | | 3 |
| Machine shops and mills | 5 | 6 | I |
| Meat packing establishments | | I | |

O.

| | | | |
|--------------------------------------|---|---|---|
| Oil works, paints and oils | I | I | I |
|--------------------------------------|---|---|---|

P.

| | | | |
|----------------------------------|---|---|---|
| Printing offices | | I | |
| Pottery | | I | |
| Photograph gallery | I | | |
| Paintings and pictures | | | I |

R.

| | | | |
|-----------------------|---|--|---|
| Restaurants | 2 | | I |
|-----------------------|---|--|---|

S.

| | | | |
|------------------------|---|---|--|
| Saloons | 7 | 9 | |
| Steamers | I | | |
| Schoolhouses | I | | |

W.

| | | | |
|-----------------------------------|---|---|--|
| Warehouses and contents | I | 4 | |
| Wineries | | 2 | |

"The Heavenly Twins."

Not the new novel, but
A life insurance policy and
An accident insurance policy.
No family should be without them.

The Unheavenly Twins.

The Glens Falls prints the handsomest fire office paper—Now and Then. Here is a sample paragraph:

Peter O'Leum, of the oil regions, has twin daughters named Gasoline and Kerosene. They are a pair of fine girls, and compared to their crude old father they are refined and, on occasion, brilliant. A young man named Naptha, a volatile cousin, went sparking one of the girls last week and has n't benzine since.

The Insurance Magazine pleads for Saxon English on one page, and says "exposition" on another. What is the matter with "fair" or even "exhibition?"

The Weekly Statement speaks of life insurance as relieving a man of much "worryment." Meant "worry."

The Insurance Magazine is afflicted with schneiderania. The fever will last until the second Tuesday in November.

Life Insurance Matters.

The published and the "admitted" assets of the New England Mutual and the New York Life tally, according to the Massachusetts report. This is uncommon.

* * *

Next year is the New York Life Insurance Company's jubilee year, and the management therefore invites the insurance departments of seven representative states to give its condition and affairs a thorough examination. No doubt the report will be a fine "send off" for the year of jubilee.

* * *

At least one life insurance company, and a large one at that, says the Insurance Herald, is pursuing a policy calculated to make an agent more careful about getting risks that he has reason to think will stick and will not lapse at the end of the first or second year. When an application comes in for insurance on the life of a man who is shown by the records of this company to have been a former policyholder who had permitted his policy to lapse at the end of one or two years, the agent is informed that on account of this former lapse he cannot be paid his full commission on this policy. Instead of his 40 per cent. or 50 per cent. he will get about 15 per cent. commission on the first premium, and probably 15 to 20 per cent. when the second premium is paid. The company will take no more chances on a lapse of the policy after the payment of a single premium.

* * *

At the last meeting of the Actuarial Society of America, C. N. Jones read a paper on Insurance in the American Tropics; Hiram J. Messenger, a paper on the Different Methods for Valuing Marketable Securities; Chas. Hildebrand, on Fluctuation of Rate of Mortality v. Rate of Loss; Method of Apportioning Surplus in Australia, by David Carment; Impaired Reserves, by Henry Worthington Smith.

* * *

A table by Mr. Messenger shows that the ratio of bonds and stocks held by American companies has increased from .2678 in 1883 to .3825 in 1892. Every year shows an increase in the percentage of the assets thus invested. Changing market values are therefore beginning to cut some figure in surplus funds. Mr. M. says:

"During the last half of the present century there have been only three great and general

crises—those of 1857, 1873 and 1893; and it is safe to assume that generally such crises will not occur oftener than every fifteen years; although, of course, there will be intermediate periods of more or less general but not so great depression. Moreover, even in the case of the greatest panics, although the process of complete recovery is usually a slow one, still the period of decidedly great depression in first-class securities seldom lasts more than three or four months, and, consequently, the probability that any particular future valuation would be made up in a time of the greatest depression can be placed, with reasonable safety, at not more than one in fifty. But even this chance is one which a company is unwilling to take if the result might be unfavorable action by the insurance department of some one of the states. However, the danger of such action is not of a nature to cause any great alarm. For a state to interfere and close up an insurance company, which had been honestly, ably and carefully conducted, merely because well-invested assets had temporarily depreciated below the legal reserve, as the result of great and general financial depression, would be about as reasonable and justifiable as it would have been for the government authorities having supervision over the national banks to close up those institutions during the late panic, simply because their holdings fell below the required reserve."

* * *

"It is not at all improbable that if a body of well-informed and conservative men of finance, who had not seen any previous calculations on the subject, were asked to give an estimate of the average difference in market quotations of first-class railroad bonds at the period of greatest general advance and at the period of greatest general decline in 1893, the majority would give an answer considerably larger than that shown by the table. Table III. gives the difference as less than five and three-eighths per cent. Taking this result in connection with the surplus at the end of 1892, as given in Table I., there is considerable reason for extending congratulations to the insuring public. If all the assets of the life insurance companies doing business in the State of Massachusetts should suffer a depreciation equal to that which the railroad bonds in Table III. underwent in passing from the price at the period of greatest general advance in 1893 to the price at the period of greatest general decline in the same year, the liabilities remaining the same, there

would still be left something like sixty-eight millions in surplus over and above all liabilities."

* * *

On the apportioning of surplus in Australia David Carment said :

"It was suggested by Mr. Black, the actuary of the Australian Society, that in view of the very diverse rates of loading contained in the premiums charged under different tables, as well as at different ages even under the same table, it would produce much more equitable results if the second portion of the profit were allotted, not in proportion to the premiums paid during the period, but to the loading on these premiums; and this last method was that which was finally adopted by the society and acted on ever since. In actual practice it was, however, necessary to modify to some extent the strict application of the rule as stated above. For instance, in the case of limited-payment and single-premium policies the loading made use of in the allotment of profit is not the actual loading on the temporary premium, but the equivalent amount spread over the whole of life, so that the rate of bonus continues undiminished even after all the premiums have been paid up. Another adjustment was necessary as regards the amount of profit to be allotted to policies of very recent date on account of the expenses necessarily attaching to the acquirement of new business. In order to meet this a certain amount was deducted from the loading contributed during the valuation period by policies effected during that period, an equal amount being added to that contributed by those effected previously, the amount in question being supposed to represent, with sufficient accuracy for the end in view, the cost entailed by the new business over and above the general expense rate of the society."

* * *

The National Association of Life Underwriters held its annual meeting in Chicago last month. The Chicago Investigator of June 23 and the Boston Standard of the same date contain pretty full accounts. Thirty-seven local organizations were present, represented by ninety-two delegates. Oliver Williams, G. A. Newkirk, J. P. Cullom and J. A. Erwin were present from Denver; Louis Hyams from Salt Lake, and nobody from California.

* * *

The Calef silver loving cup was presented to C. W. Van Tuyl of the Minnesota

association, the author of the prize essay on "The Value of Life Underwriters' Associations." Mr. Van Tuyl said : "Our mere coming together is beneficial. Isolation brings stagnation, but companionship insures mental action and growth. It is, perhaps, the most powerful mental stimulant, and for this reason our association meetings have proven such a source of strength and enthusiasm. Each agent receives something of the strength and skill of all, and everybody is both wiser and stronger than anybody. It should also be emphasized that our age is one of combinations, not of individualism. Capital is combined into trusts and corporations and labor into brotherhoods. All kindred interests are uniting and seeking to exercise influence through their organized joint agencies, rather than separately; and the proceedings of our association are undoubtedly more impressive than any individual efforts. Moreover, the world cares little about insurance companies, but much about insurance; and we appeal to it much more powerfully as representatives of the institution of life insurance, rather than of any company. Probably it is partly on account of this fact that our associations' meetings and banquets are the most effective advertisements of our business, and their value in this respect merits special attention."

* * *

Mr. Ashbrook said : "An attempt by the executive officers of a company to monopolize the services of agents by the payment of excessive rates of commission is of all forms of competition the most baneful, as it is the most wanton and inexcusable. Even if it had the sanction of a worthy object, it could not be condemned too severely, for it would result in the squandering of trust funds, and would dishonor the business and menace its security and permanence. No company can afford to pay more to obtain business than any other company. Under normal conditions, and as the result of those laws which govern general business and finally bring prices to a level, the commissions paid to agents are likely to be fair, reasonable, and commensurate with the ability of the company. Competition beyond this point would, therefore, be limited only by recklessness. The race would not be to the strong, but to the unscrupulous.

"The standard by which companies should be tried should be not size nor novelty, but excellence and fidelity to a sacred trust. Then the victory would be to the agent who had the training and ability to persuade his

customer to insure and to prove that his company was best. And there should be such a moral atmosphere surrounding officers and agents that the knave who sought to convince by false statement or argument, or by defamation of a competing company, or charged less than 100 cents for a dollar's worth of insurance, would be banished from the business. As has been often asserted, life insurance soliciting, by reason of its beneficent character, and the skill and training required, and by the record of its wonderful achievements in the last thirty years, deserves to rank with the learned professions. It is true that there are incompetent and irresponsible life insurance agents, but it is no more fair to judge the great body by these exceptions than it is to judge the profession of law and medicine by pettifoggers and quacks."

* * *

At the banquet Mr. Shepard said: "Perhaps you have never met the lightning solicitor. He purports to come from the Home office. He writes you for the limit. He makes you a big rebate and goes his way, and ever after you wonder when you signed the application. He insures the healthiest and wealthiest risks in the field, and leaves the unpleasant remains to the local agent who lives among you, and who helps you to live.

"I took breakfast at a railroad restaurant the other morning. The coffee was bad, the steak was tough, but the muffins were good. A man who sat two seats beyond me sized up the situation at once. He ate his own supply of muffins and asked the gentleman sitting opposite to 'please pass the biscuits.' The stranger was surprised into acquiescence, and lost his muffins. I was about to take a muffin from my own plate when it was dexterously forked away by the muffin man. With some difficulty I secured another supply and placed them beyond the reach of that fork. But in an unguarded moment I turned my head and the muffin Napoleon asked my neighbor to 'pass the biscuits,' and my muffins were gone. I said to myself, 'That man must be a lightning solicitor. He is very hungry; he wants everything in sight and doesn't care how he gets it.'"

* * *

The Washington Life is issuing an interchangeable term policy and a trust-fund policy. The rate on the inter-changeable term is \$11.80 at age 30; on the trust-fund, \$15.76 at age 30. They supply real wants, and equip the solicitor with easy sellers which take the

wind out of the natural premium sails—or sales, if you like.

* * *

Ask your general agent for a copy of the Coast Review Handy Life Insurance Chart. The cost is nominal, and the chart, being printed on folded card-board, can be slipped into the pocket. Five years life and casualty figures given, as printed elsewhere in this issue.

At the recent meeting of the New York Life Association Sheppard Homans said, on the topic "How may life insurance be presented to men of moderate means."

"The topic divides itself into two parts: One is, What is true life insurance? The second is, How may true life insurance be forcibly presented to men of moderate means? I suppose that true life insurance may be defined as that system by which the laws governing mortality are rightly observed. These laws are simple, but they may not be violated; and they are that as a man grows older the cost of insurance increases, and this yearly increasing cost must be paid for in every sound system of life insurance. They are met fully by the regular system. In the regular system of life insurance a man may enter at the youngest age and may attain the oldest age; but in every age, he is charged—and there is no way of avoiding it—with the risk of dying during that age. The difference in that respect as compared with the assessment companies is vital. True life insurance is one in which the laws of mortality are carefully observed.

"I think it must be presented by some method which will be adapted to the necessities and requirements of men of moderate means. We find that in the assessment life insurance—which includes the fraternal organizations—there is in force at the present time something like ten thousand millions of dollars; and in the regular companies at the present time there is something like five thousand millions of dollars, or about one-half.

"Now, when we remember that assessment companies have sprung into existence within the last fifteen years, and mostly within the last ten years, and life companies have been in operation more than fifty years, the difference is remarkable. Is not the reason that assessment companies offer a style of goods more suitable to the man of apparent moderate means than those of the regular companies? If a man of moderate means, who wishes to protect his family by insurance, is persuaded by an agent of a regular company to

take an expensive form of insurance, however well suited that may be to a man in comfortable circumstances, the man of moderate means may find that he has been over-persuaded to take an article that is not suited to him. When he finds it out, a prejudice arises with him against the life insurance company and the agent. I take this to be the reason why there is so much more insurance in force among the assessment companies than there is in regular life insurance companies. That being the case, is not the proper remedy to present to men of moderate means one that will satisfy men of moderate means? In that way, and in that way only, can we hope to get at least a share of the patronage that now is drifting into the assessment companies, which, and I think every man present will agree with me, are built on a basis on which disappointment and disaster are only questions of time."

The Washington Life Insurance Company.

We speak in the most complimentary manner of the Washington Life Insurance Company when we say that all life insurance agents speak in the highest terms of the company and its management. It's a fact. The managers are conservative, looking carefully after the interests of policyholders, and adhering to methods which have the approval of long experience. The welfare of policyholders in the future has more weight than a mere ambition for large figures. The future is not to be discounted for the present. The Washington can well afford to wait for the racing companies to come to this way of thinking—and there are many signs that the waiting will not be long.

The annual statement of the Washington Life shows the possession of \$12,581,846 "admitted" or available cash assets, a gain of \$600,000 last year. The surplus is \$391,525, a gain of over \$50,000. The actual figures, according to the companies' books, which include outstanding premiums, are considerably larger. The statement shows a healthy condition of affairs, with some 25,000 policies and \$50,000,000 insurance in force. There is a strong surplus, there was an income excess of \$600,000 over expenditures last year, management expenses were reduced, and there was an introduction of nearly 5,000 new policies, which is chiefly "new blood."

This admirable New York company is represented in this field by John Gray of San Francisco and by C. L. Fay of Portland.

Life Notes.

The Home Life is extending its agencies in new fields.

The Provident Savings is extending its business in the South.

The Royal Arcanum is greatly troubled by steadily increasing assessments.

The New York Life is issuing a new accumulation policy called the "New Era."

An exchange says there is talk of the London Guardian's "having a try for" life business in the United States. No danger. The Guardian could get fire business by paying excessive commissions, but it would not dare to out-commission the American life companies.

Winner and McNutt of Kansas City, Mo., who, conspiring to defraud a life insurance company, burned a drunken painter to death twenty-one years ago, have been released from the Kansas penitentiary. The governor not signing their death warrants within a year, their worthless necks were saved by the singular law of the Crank state.

The Philadelphia Intelligencer refers to the "odious comparisons" which "disgrace" the "organs" of several life companies, and asks the reader to imagine Claflin & Co. advertising that it is selling gingham half a cent a yard cheaper than A. T. Stewart & Co. The excuse, no doubt, for this exceedingly bad practice of the "enterprising" companies is "they all do it." Who first began the "odious comparisons" we wonder?

Newspaper Wit.

"Carry any life insurance?"

"Yes, \$10,000 in favor of my wife."

"Should think you'd be ashamed to look her in the face."

"Wha—what for?"

"For living. What excuse do you give her?"—Indianapolis Sentinel.

LIFE ITEMS.—Thomas O. Enders, formerly president of the Aetna Life, died last month, aged 62.—E. H. Plummer of Philadelphia, is the new president of the National Life Underwriters.—Supt. Gaffney of the United States Life has been employed in the same capacity by the Fidelity Mutual assessment company.—The Bankers' Alliance of Los Angeles is ambitious. It is a candidate for admission to Massachusetts.

The Home and Phoenix.

General Agent A. E. Magill represents two of the leading fire insurance companies of the world, the Home of New York and the Phoenix of Hartford, both with assets and premiums up in the millions. Both are long established companies, one being organized in 1853 and the other in 1854; and, after making all allowance for temporary depreciations in securities, each has a remarkably handsome net surplus over a large paid-up capital.

The Home of New York ranks third among American and foreign branch companies in assets and in surplus to policyholders, and it ranks first among American fire offices in fire premiums and fire risks in force. The Home has over nine millions of assets and six hundred thousand surplus over liabilities and its three millions of capital. Its premiums last year footed up \$5,221,561, a gain of \$327,000. The Coast premiums last year were \$189,216, and the loss ratio 36 per cent.

The Phoenix of Hartford has some five and a half millions of assets and over seven hundred thousand dollars net surplus above capital and all liabilities. The paid-up capital is two millions, making the policyholders' surplus well up toward three millions. Last year's premiums were \$3,306,240, or about the same as for the preceding year. The Coast premiums were \$191,445. The premiums of Capt. Magill's general agency last year were \$380,646, a gain of \$8,000. In all of the recent years a gain has been made. The ratio of losses incurred was some seven per cent. less than the general average in this field.

The Oceanic Collision Damages.

The federal court recently gave damages to the widow of a man who was drowned by the collision of the Oceanic and City of Chester. She was awarded \$10,000 in a suit against the owners of the Oceanic. She was also allowed \$1,000 for the death of her daughter aged 4½ years. The collision occurred August 22, 1888, in the bay of San Francisco, the big Oceanic cutting the little coast steamer in two in the fog. The Coast Review at the time, in the face of the report exonerating the captain of the Oceanic, said the ocean steamer was speeding too fast in the direction of the warning bells of the Chester. The federal court rules to that effect also, her speed being ten knots an hour. The rip tide prevented the C. from going to port as she had signaled. The court held the O. people liable because she did not immediately reverse when it was observed that the C. did

not respond to her helm. On the question of damages for loss of life the court said:

The annuity tables should not, alone, control the amount of damages, even in a state where no limit is fixed to the recovery, as in California; and the fact that many other states have fixed a limit may be considered by the court. Therefore, \$10,000 is allowed in the case of a man 32 years old, in good health, and earning \$1,500 a year, although the sum necessary to purchase an annuity of that amount is \$24,882.

The Mutual Fire of New York.

Insurance Commissioner Duncan of Kentucky, took the same view of the scrip stock of the Mutual Fire that The Coast Review does. He treated it as a liability. The company, taking this fact as a pretext, in the midst of an examination, withdrew from the state.

The examiners of the Kentucky insurance department report to the commissioner as follows:

The president of the Mutual Fire, however, failed to explain why you should ignore an item of outstanding scrip to the amount of \$646,126 on which the company paid interest in 1893 of \$38,767.56. The understanding was reached that we should call the next morning for the purpose of commencing our examination. Calling at that time we were informed that a committee of the company having under consideration the withdrawal of certain agencies would meet on that day, and by four o'clock that afternoon a determination would be reached in reference to their Kentucky agency. At the hour mentioned we were told that it had been determined to withdraw the Kentucky agency, which precluded further examination by us.

FIRE ITEMS.—Vice-President J. H. Washburn of the Home has been elected president of the New York Board of Fire Underwriters.—The Chicago Underwriters' Association has succeeded the Chicago Fire, with jurisdiction over Cook county, comprising two districts. Three agencies are allowed, and brokers are excluded from the business center. Registered solicitors may be employed, but they must be exclusively engaged in the fire insurance business. The solicitors may be compensated by a salary of not less than \$500 a year or by a commission of from 10 per cent. on ordinary and 20 per cent. on preferred class.—Chas. H. Post, one of the secretaries of the Niagara, has been appointed United States manager of the Caledonian. His territory does not include the Pacific Coast.

The Fire Association took over the New York city business of the Guardian.

The Ætna Insurance Company.

The Ætna of Hartford occupies the proud position of the leading American fire office in assets and surplus to policyholders. In both respects the Ætna also leads all American branches of foreign companies. This prominent position it has maintained since 1884. During the same time the Ætna has also stood at the head in losses paid since organization or admission to the United States. The loss payments of the Ætna now exceed \$73,000,000.

The Ætna's statement of January 1 was as follows: Assets, \$10,807,667; policyholders' surplus, \$7,010,933; premiums in 1893, \$4,161,943, a gain of \$433,000 in the year. The flavor of these figures requires no flattery.

In this field, where the company has been represented for many years by Geo. C. Boardman as general agent and T. E. Pope as assistant general agent, the Ætna has an annual average premium income of \$300,000 and does a uniformly profitable business.

Form for Household Furniture, Etc.

At the recent meeting of the Southeastern Association President Mims referred to the "household furniture form" as follows:

Perhaps there is nothing so all-embracing as the form generally in use, including, as it does, so many separate and distinct items, all under one sum, viz:

§ On . . . Household Furniture, useful and ornamental, Beds, Bedding, Linen, Wearing Apparel of self and family, Sewing Machines, Trunks, Satchels and Mirrors, Printed Books, Musical Instruments, Pictures, Paintings, Engravings and their frames (value on said musical instruments, pictures, paintings, engravings and their frames, in case of loss not to exceed cost), Plate and Plated Ware, China, Glass and Crockery Ware, Fire Arms, Watches and Jewelry in use, Fuel and Family Stores.

Embracing, as a special agent writes me, "not only everything in sight, but out of sight also." Generally, the furniture is old, worn and unfashionable, and has no market value, and should not have any insurance value. The same may be said of "wearing apparel," which really should not be insured—at best it is only second-hand clothing, for which no proper value can be fixed, while in many instances it is old thread-bare stuff and valueless. And yet lists of these two items, which more deserve inspection, are less inspected than any other, as a rule, the losses are always total.

Great have been the aggregate losses—far beyond the aggregate premiums received on this class. I think that a form prescribing

specific amounts on the various items, and which the companies should be required to use, would be of vast benefit, viz:

§ On Household and Kitchen Furniture.
 § On Musical Instruments.
 § On Printed Books.
 § On Pictures.
 § On Family Stores and Fuel.
 § On Wearing Apparel.
 § On Jewelry.

Different Mortality Rates.

The phrase, "the true rate of mortality prevailing among the assuring classes," does not express any permanent absolute scientific law, but rather a mere average of a purely relative character, depending on the country and period in which the observations may be made, and to a greater extent than might be supposed upon the kind of insurance policies in vogue and the methods employed to solicit applications. Well-known statistics show that during long periods the American insurance companies have enjoyed a different and a much better rate of mortality than the English. I cannot suppose this difference to be due to any superiority in natural longevity or climate. The English clergy, for example, live as long as the American clergy. Well-to-do farmers in England probably live as long as the same class in this country. I have a theory that a greater indulgence in beer-drinking among the insuring classes in England may have something to do with it. I have another theory that the greater favor shown in this country to endowment and other high-priced classes of policies may have something to do with it. And again, I have a theory that the greater proportion of voluntary applications in England from people who feel that they need insurance, without urging from agents, may have something to do with it. Probably all these explanations, and perhaps others, are needed to account for the difference in question. But, whatever the causes may be, it is plain that "the true rate of mortality" desired as a standard must be very different in this country from that needed in England. For the use of members of this Society, a standard corresponding to American conditions is far more appropriate than one corresponding to English conditions. Now, it so happens that the Healthy English Table corresponds better, on the whole, to American conditions of life insurance than do English conditions.—McClintock.

Addresses.—Post-office boxes or street and number should be included in the address.

June Fires.

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OREGON.

| | |
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| 30. Astoria, salmon cannery: | |
| Hartford | \$1,500 |
| Manchester | 3,500 |
| Palatine | 1,500 |
| Queen | 2,000 |
| 11. Baker co, fr dwg and hhld furni: | |
| American, Pa | \$2,000 |
| 30. (May) Milivaukie, fr dwg and conts: | |
| Liver'l & Lon. & Globe . | \$1,000 |
| 7. Bernhard Park, dwg: | |
| Atlas | \$472 |
| 7. Demoss, fr barn: | |
| Home, N. Y. | \$100 |
| Phoenix of Hartford | 100 |
| — Lakeview, fr dwg and barn: | |
| Phoenix of Hartford | \$800 |
| 4. Sodaville, fr bldg and conts: | |
| Scottish Union & Nat'l . | \$1,000 |
| 23. Harrisburg, saw mill: | |
| Connecticut | \$1,000 |
| 4. Portland, wharf and warehouse: | |
| Ætna | \$ 750 |
| Home Mutual | 665 |
| London | 1,000 |
| 5. Portland, fr dwg: | |
| Commercial Union | \$ 300 |
| Fire Ass'n of Pa. | 1,000 |
| 5. Portland, bldg: | |
| Sun, S. F. | \$500 |
| 18. Portland, mdse in fr bldg: | |
| Liver'l & Lon. & Globe . | \$1,000 |
| 21. Portland, mdse and fr bldg: | |
| Westchester | \$500 |
| Scottish Union | 200 |
| Fire Ass'n of Pa. | 150 |
| 1. Portland, mdse: | |
| National of Hartford . . | \$1,500 |
| 4. Umatilla co., wool, barns and live stock: | |
| American, N. J. | \$ 895 |
| Commercial Union | 6,000 |
| National of Hartford . . . | 1,200 |
| Manchester | 1,335 |
| Caledonian | 1,345 |
| Ætna | 1,200 |
| 17. Pendleton, dwg: | |
| London & Lancashire . . . | \$200 |
| 29. Island City, wood fr dwg and conts: | |
| Small losses | \$3,017 |
| Total Oregon | \$40,729 |

WASHINGTON.

| | |
|---|---------|
| 27. (May) Ellensburg, store bldg: | |
| London Assurance | \$1,427 |
| Union of London | 1,200 |
| 5. Cheney, elevator, warehouse and grain: | |
| North British. | \$1,502 |
| Manufacturers & Builders | 3,000 |
| Prussian National | 1,500 |
| 21. Chehallis, fr dwg: | |
| Home, N. Y. | \$500 |
| 2. Elma, fr store: | |
| Connecticut | \$298 |
| 31. (May) Elma, gen'l mdse: | |
| Phoenix, London | \$1,000 |
| 5. Colfax, dwg and conts: | |
| Prussian National | \$500 |
| Orient | 500 |
| 17. Latah, mdse in fr store bldgs: | |
| Liver'l & Lon. & Globe . | \$3,000 |
| Hartford | 500 |
| 2. Olympia, groceries: | |
| London Assurance | \$193 |
| Norwich Union | 387 |
| 3. Olympia, fr store bldg: | |
| Hartford | \$150 |
| 4. Olympia, conts of fr dwg: | |
| Westchester | \$900 |
| 1. Puyallup, fr dwg: | |
| North British | \$600 |
| 23. Puyallup, fr hotel bldg: | |
| Orient | \$100 |
| Royal | 200 |
| 8. Fort Angeles, fr bldg and tools: | |
| North British | \$350 |
| American, Pa. | 198 |
| 31. (May) Fort Angeles, fr dwg and conts: | |
| American, Pa. | \$1,461 |
| 15. Reardon, fr bldg: | |
| German-American | \$100 |
| 5. Spokane, fr dwg and barn: | |
| Phoenix, Br. | \$1,100 |
| 6. Spokane, dwg: | |
| Alliance | \$150 |
| 11. Spokane, barn: | |
| Fire Ass'n of Pa. | \$300 |
| 22. Spokane, book store: | |
| Alliance | \$500 |
| 22. Spokane, fr dwg: | |
| Royal Exchange | \$575 |
| Palatine | 500 |
| 20. Spokane, mdse: | |
| London & Lancashire . . . | \$250 |
| — Spokane, brk bldg: | |
| Orient | \$250 |

| | |
|---|----------|
| 12. Seattle, fr dwg and conts: | |
| Westchester | \$600 |
| 5. Sedro, fr bldg and furni: | |
| Palatine | \$400 |
| 24. Tacoma, fr dwg: | |
| Northwestern National . . | \$500 |
| 15. Tacoma, fr store bldg: | |
| Phoenix of Hartford | \$150 |
| Palatine | 186 |
| 22. Tacoma, drug store: | |
| Phoenix of Hartford | \$1,150 |
| 15. Tacoma, fr saloon: | |
| N. Y. Underwriters | \$150 |
| 5. Tekoa, store: | |
| London & Lancashire . . . | \$500 |
| 28. Walla Walla co., fr dwg: | |
| Hartford | \$1,000 |
| Small losses | \$2,226 |
| Total Washington . | \$30,053 |
| IDAHO. | |
| 15. Cœur d'Alene, gen'l fire: | |
| Atlas | \$1,000 |
| Hartford | 500 |
| Ins. Co. of N. A. | 900 |
| German-American | 300 |
| Northern Assurance | 400 |
| 20. Bellevue, bldgs: | |
| Palatine | \$280 |
| 25. Bingham co., fr dwg and furni: | |
| Phenix, Br. | \$700 |
| 5. Pocatello, wearing apparel: | |
| Delaware | \$150 |
| 5. Pocatello, fr bldg and drug stock: | |
| Royal | \$1,000 |
| Caledonian | 500 |
| National of Hartford . . . | 750 |
| Lancashire | 1,500 |
| 20. (May) Council Valley, gen'l mdse: | |
| Royal | \$1253 |
| 14. Caldwell, stock of wagons: | |
| Northern Assurance . . . | \$1,250 |
| 30. Wallace, conts fr dwg: | |
| Liver'l & Lon. & Globe . | \$3,000 |
| 2. Moscow, barn and conts: | |
| Ætna | \$1,103 |
| 16. Pocatello, dwg and conts: | |
| Atlas | \$900 |
| 26. Post Falls, conts dwg: | |
| Atlas | \$500 |
| 12. Pocatello, fr barn: | |
| Continental | \$100 |
| 28. (Mar.) Kootenai co., dwg and conts: | |
| Continental | \$1,387 |

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|--|----------|
| 1. (Mar.) Bingham co., dwg and conts: | |
| Continental | \$871 |
| Small losses | \$1,475 |
| Total Idaho | \$19,924 |

MONTANA.

| | |
|--|---------|
| 28. (Mar.) Big Timber, fr bldg and conts: | |
| Continental | \$800 |
| 27. (Mar.) Butte, fr dwg: | |
| Continental | \$597 |
| 24. (Mar.) Butte, dwg and conts: | |
| Continental | \$500 |
| 21. Flathead co., fr dwg and conts: | |
| Fire Ass'n of Pa. | \$1,050 |
| 28. (May) Missoula, brk bldg: | |
| Continental | \$114 |
| 5. (May) Park co., barn and conts: | |
| Continental | \$980 |
| 23. Fort Benton, fr dwg and conts: | |
| Hartford | \$500 |
| 1. Gallatin co., fr dwg: | |
| Hartford | \$830 |
| Small losses | \$429 |
| Total Montana | \$5,195 |

WYOMING.

| | |
|-------------------------|-------|
| 10. Sheridan, fr dwg: | |
| North British | \$682 |

COLORADO.

| | |
|--|---------|
| 29. (May) Denver, foundry plant: | |
| New Zealand | \$ 639 |
| Home Mutual | 1,501 |
| North British | 1,534 |
| Palatine | 639 |
| — Aspen, feed stable: | |
| Atlas | \$500 |
| 9. Leadville, hhd furni: | |
| Home Mutual | \$475 |
| 15. Salida, dwg: | |
| National, Hartford | \$600 |
| 4. San Juan co., concentrating works: | |
| Scottish Union | \$2,000 |
| Small losses | \$631 |
| Total Colorado | \$8,519 |

NEW MEXICO.

| | |
|-------------------------------|-------|
| 21. Walrous, mdse in fr bldg: | |
| Scottish Union | \$730 |
| 19. Las Vegas, warehouse, | |
| National, Hartford | \$500 |
| 10. Deming, wearing apparel: | |
| Palatine | \$300 |

| | |
|----------------------------|---------|
| 27. Santa Fe, dwg, etc: | |
| Palatine | \$600 |
| Alliance | 800 |
| Total New Mexico | \$2,930 |

ARIZONA.

| | |
|------------------------------|---------|
| 9. Globe, gen'l fire: | |
| Ins. Co. of N. A. | \$1,000 |
| Hamburg-Bremen | 850 |
| Niagara | 1,000 |
| Transatlantic | 1,500 |
| Phoenix, London | 4,500 |
| Orient | 2,000 |
| Palatine | 2,000 |
| National, Hartford | 2,000 |
| 1. Jerome, gen'l fire: | |
| Ætna | \$2,400 |
| Phoenix, London | 2,670 |
| Palatine | 1,500 |
| Phoenix, Hartford | 2,231 |

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|--|----------|
| 25. Prescott, fr ldg house: | |
| Orient | \$1,000 |
| Caledonian | 1,000 |
| 25. (April) Yasapai co., dwg and conts: | |
| Continental | \$905 |
| 4. Yasapai co., fr dwg and conts: | |
| Orient | \$750 |
| Small losses | \$2,186 |
| Total Arizona | \$29,512 |

UTAH.

| | |
|---|---------|
| 11. Salt Lake, fr bldg and gen'l mdse: | |
| Palatine | \$760 |
| Phoenix of Hartford | 100 |
| 19. Salt Lake, fr dwg: | |
| Commercial Union | \$1,000 |
| 21. Ogden, fr hotel: | |
| Home, N. Y. | \$200 |
| 5. Brigham city, fr dwg and conts: | |
| Hartford | \$145 |
| 12. (Mar.) Utah co., barn and conts: | |
| Continental | \$795 |
| 30. (Mar.)—Dwg and conts: | |
| Continental | \$639 |
| Small losses | \$292 |
| Total Utah | \$3,951 |

HAWAII.

| | |
|-----------------------------------|-----------|
| 17. Honolulu, carriage factory: | |
| Hartford | \$470 |
| Landers' Agency estimated, | |
| \$15,000. | |
| Total outside territory | \$141,965 |

CALIFORNIA.

| | |
|-------------------|-------|
| 16. Auburn, dwg: | |
| Western | \$760 |

| | |
|--|-------|
| 30. Coronado Beach, fr dwg and conts: | |
| N. Y. Underwriters | \$150 |

| | |
|---------------------------|-------|
| 12. Berkeley, dwg: | |
| Phoenix, London | \$345 |

| | |
|---------------------------|---------|
| 26. Berkeley, fr bldg: | |
| German-American | \$1,400 |

| | |
|---------------------|---------|
| 24. Berkeley Hotel: | |
| Western | \$1,600 |

| | |
|--------------------------------|-------|
| 3. Colusa, barn and hay: | |
| National of Hartford | \$515 |

| | |
|-------------------------|-------|
| 3. Colusa co., granary: | |
| Phenix, Br. | \$270 |

| | |
|--|-------|
| 27. (Mar.) Amador co., dwg and conts: | |
| Continental | \$901 |

| | |
|--|-------|
| 5. (May) Butte co., horses and mules: | |
| Continental | \$130 |

| | |
|---------------------------|-------|
| 30. (Apr.) Azusa, saloon: | |
| Continental | \$682 |

| | |
|-----------------------------|-------|
| 30. Benicia, dwg and conts: | |
| Scottish Union | \$500 |

| | |
|-------------------------------|---------|
| 8. Eureka, gen'l fire: | |
| German-American | \$3,283 |
| London & Lancashire | 1,425 |
| Western | 378 |

| | |
|-------------------|---------|
| — Eureka, barn: | |
| Western | \$2,100 |

| | |
|-----------------------------|---------|
| 13. Chico, bldg: | |
| Prussian National | \$1,250 |

| | |
|-----------------------------|-------|
| 23. Chico, barn: | |
| Prussian National | \$300 |

| | |
|-----------------------------|-------|
| 14. Fresno, dwg: | |
| Hamburg-Magdeburg | \$270 |

| | |
|----------------------|-------|
| 1. Ferndale, fr dwg: | |
| Royal | \$108 |

| | |
|-------------------------|-------|
| 17. Fresno, fr dwg: | |
| North British | \$110 |

| | |
|-------------------------------|---------|
| 17. Fresno, fr lodging house: | |
| Home, N. Y. | \$1,380 |

| | |
|-------------------|---------|
| 8. Fresno, dwg: | |
| Niagara | \$1,905 |

| | |
|----------------------------|---------|
| 8. Fresno co., farm bldgs: | |
| Phoenix, London | \$1,483 |

| | |
|---------------------------------|-------|
| 4. Guadalupe, store and saloon: | |
| London Assurance | \$914 |

| | |
|-------------------------|---------|
| 4. Guadalupe, hay crop: | |
| Ætna | \$1,565 |

| | |
|-------------------------------|-------|
| 26. Hollister, dwg and conts: | |
| Transatlantic | \$880 |

| | |
|------------------------------|-------|
| 10. Hanford, barn: | |
| National, Hartford | \$175 |

| | |
|---|-------|
| 24. Haywards, gen'l mdse and saloon: | |
| Home Mutual | \$332 |
| Connecticut | 108 |
| Springfield | 332 |

26. Highland Park, fr bldg:
German-American . . . \$1,500
7. (May) Kings co., barn and
conts:
Continental . . . \$405
25. Los Angeles, fr dwg:
Queen . . . 825
2. Los Angeles, confectionary
and groceries:
Northern . . . \$1,006
London . . . 1,278
Norwich Union . . . 433
Phenix, Br. . . 786
Prussian National . . . 426
Palatine . . . 433
Phenix, Hartford . . . 665
Commercial Union . . . 1,000
Atlas . . . 577
28. Los Angeles, fr dwg and
conts:
Commercial Union . . . \$3,500
5. Los Angeles, restaurant:
Aachen & Munich . . . \$198
10. Los Angeles, fr bldg and
conts:
Lancashire . . . \$800
13. Los Angeles, restaurant,
furni and fixtures:
Fire Ass'n of Pa . . . \$350
5. Livermore, fr dwg and conts:
Westchester . . . \$400
14. Los Gatos, barn:
North German . . . \$225
1. Lathrop, fr dwg and hhd furni:
Connecticut . . . \$1,634
Royal Exchange . . . 465
Patriotic . . . 442
17. Mayfield, gen'l fire:
Westchester . . . \$1,500
Prussian National . . . 1,043
German-American . . . 919
Sun, S. F. . . . 500
23. Marysville, dwg and conts:
London & Lancashire . . . \$500
17. (May) Mono co., dairy:
Continental . . . \$300
26. Mendocino co., dwg and
conts:
German-American . . . \$500
8. Monrovia, dwg and conts:
Ætna . . . \$1,300
19. Monterey co., fr dwg and
conts:
Norwich Union . . . \$315
21. Merced co., fr dwg and barn:
Phenix, Br. . . \$420
15. Modesto, gen'l fire:
Caledonian . . . \$1,380
Western . . . 750
Manchester . . . 800
- Lancashire . . . 990
St. Paul . . . 990
9. Napa co., fr bldg and conts:
N. Y. Underwriters . . . \$700
30. (May) Oakland, dwg and
conts:
New Zealand . . . \$1,417
1. (Apr.) Placer co., dwg and
conts:
Continental . . . \$1,050
16. (Apr.) Placer co., barn and
conts:
Continental . . . \$135
7. Oakland, fr dwg and conts:
Hartford . . . \$750
15. (May) Placer co., dwg and
barn:
Continental . . . \$574
23. Palermo, dwg and conts:
London & Lancashire . . . \$1,250
8. Pasadena, barn:
London & Lancashire . . . \$275
16. Pomona, fr dwg:
Commercial Union . . . \$900
18. Red Bluff, fr dwg and furni:
Liver'l & Lon. & Globe . . . \$504
London & Lancashire . . . 625
23. Red Bluff, fr barn:
Liver'l & Lon. & Globe . . . \$144
3. Sacramento, fr dwg:
Liver'l & Lon. & Globe . . . \$600
18. Sacramento, dwg:
London & Lancashire . . . \$125
4. Sacramento co., barn:
Home Mutual . . . \$1,000
26. Sacramento, dwg and saloon:
Westchester . . . \$500
25. Sacramento, fr dwg:
Palatine . . . \$1,350
14. Sacramento co., hay:
Orient . . . \$500
13. San Diego, groceries:
Northern Assurance . . . \$104
14. Santa Cruz co., fr dwg and
furni:
Phenix, Br. . . . \$1,015
14. San Jacinto, cord wood:
Palatine . . . \$200
2. Sonoma co., tents and conts:
Home, N. Y. . . . \$620
Phenix, Hartford . . . 620
5. (May) Stanislaus co., fr dwg:
Queen . . . \$465
25. Santa Clara co., barn:
Sun, S. F. . . . \$420
24. San Joaquin co., dwg and
conts:
Home Mutual . . . \$2,447
13. San Joaquin co., fr dwg and
furni:
Phenix, Br. . . . \$1,210
14. San Joaquin co., hay and
barn:
Ætna . . . \$930
22. Shasta co., fr dwg and barn:
Phenix, Br. . . . \$300
10. Selma, dwg and barn:
New Zealand . . . \$500
20. (Apr.) Shasta co., barn and
conts:
Continental . . . \$118
6. Santa Ana, mdse in brk store:
Liver'l & Lon. & Globe . . . \$363
27. San Joaquin co., dwg:
Ins. Co. of N. A. . . . \$200
5. San Jose, conts of stable:
Ins. Co. of N. A. . . . \$250
6. San Jose, fr dwg:
Agricultural . . . \$1,200
24. San Jose, fr barn:
Northwestern . . . \$420
22. San Bernardino co., dwg and
conts:
Ins. Co. of N. A. . . . \$1,400
19. San Bernardino co., fr dwg
and barn:
Phenix, Br. . . . \$290
22. San Bernardino, dwg:
Niagara . . . \$392
15. Santa Monica, fr dwg:
Fire Ass'n of Pa . . . \$350
7. Stockton, fr dwg and barn:
American, Pa. . . . \$500
8. Stockton, fr barn:
North British . . . \$400
23. Stockton, dwg and conts:
Ins. Co. of N. A. . . . \$428
7. Tehama co., dwg and barn:
Phenix, Br. . . . \$575
9. Tehama co., dwg and conts:
Ins. Co. of N. A. . . . \$628
23. Tulare co., dwg and conts:
New Zealand . . . \$907
5. Tulare co., hhd furni and dwg:
Caledonian . . . \$ 800
American, N. J. . . . 2,000
29. Tulare co., dwg and conts:
Continental . . . \$400
29. (May) Tulare, cigars, etc:
Royal . . . \$511
17. Visalia, dwg:
Prussian National . . . \$1,200
- Visalia, dwg:
Williamsburg City . . . \$750
26. Willows, three bldgs:
German-American . . . \$150

| | | | | |
|------------------------------------|----------------|----------------------------------|----------------------------------|--|
| 11. Valjejo, fr dwg and hhd furni: | SAN FRANCISCO. | | 14. Fr dwg and studio: | |
| Manchester \$1,000 | | | Hamburg-Magdeburg . . . \$105 | |
| Northern Assurance . . . 1,033 | | 4. Dwgs: | | |
| 14. Rocklin, dwg and conts: | | New Zealand \$137 | 18. Dwg and barn: | |
| Fireman's Fund \$50.25 | | 2. Hhd furni: | Prussian National . . . \$500 | |
| 26. Willows, fr barn: | | Etna \$150 | 26. Fr church: | |
| Fireman's Fund \$200 | | 3. Fr dwgs and hhd furni: | Fireman's Fund \$300 | |
| 18. Willows, conts fr bldg: | | Liver'l & Lon. & Globe . . \$275 | 24. Tannery: | |
| Westchester \$475 | | Manchester 275 | American Central \$ 923 | |
| Fireman's Fund 175 | | 7. Hhd furni and dwgs: | Transatlantic 960 | |
| 10. Willows, fr dwg and conts: | | New Zealand \$130 | Phoenix of London 796 | |
| Scottish Union \$ 500 | | Fireman's Fund 390 | Springfield 900 | |
| London 1,000 | | 5. Fr bldg: | Aachen & Munich 960 | |
| Northern 680 | | Phenix, Br. \$102 | Traders 528 | |
| 20. Woodland, fr dwg and furni: | | 7. Bakery and dwg: | Commercial Union 1,280 | |
| Franklin \$ 998 | | Hartford \$415 | Ins. Co. of N. A. 528 | |
| N. Y. Underwriters 1,198 | | North German 184 | Connecticut 1,280 | |
| Phoenix, Hartford 145 | | 8. Saloon: | Prussian National 530 | |
| Sun, S. F. 496 | | North German \$107 | 22. Furni and fixtures: | |
| Fireman's Fund 1,100 | | 8. Boarding house: | United States \$275 | |
| 22. Los Angeles, fr dwg: | | Connecticut \$217 | 23. Bldg: | |
| Fireman's Fund \$1,550 | | 8. Fr bldgs: | London & Lancashire . . . \$100 | |
| 2. Los Angeles, confectionery: | | Merchants \$244 | 10. Chinese store: | |
| Fireman's Fund \$1,600 | | 13. Fr bldg: | Transatlantic \$225 | |
| 7. Los Angeles, dwg: | | Ins. Co. of N. A. \$175 | 10. Stores and dwgs: | |
| Fireman's Fund \$147 | | 13. Fr boarding house: | North German \$134 | |
| 7. Near Newark, barn & conts: | | Hamburg-Magdeburg . . . \$266 | 10. Brk bldg: | |
| Fireman's Fund \$320 | | Magdeburg 267 | Manchester \$205 | |
| 8. Monrovia, dwg: | | 21. Lodging house: | Helvetia 201 | |
| Fireman's Fund \$200 | | London & Lancashire . . . \$100 | 11. Restaurant: | |
| 7. Fresno co., hhd furni: | | 17. Mdse: | Aachen & Munich \$266 | |
| Fireman's Fund \$255 | | Phoenix, London \$739 | Small losses \$916 | |
| 12. Santa Cruz, dwg and conts: | | 17. Furni: | Total S. F. \$24,146 | |
| Fireman's Fund \$190 | | American Central \$200 | Total California . . . \$150,715 | |
| 11. St. Helena, barn and conts: | | 20. Dwg and conts: | Total Pacific Coast \$302,175 | |
| Fireman's Fund \$237 | | Hanover \$2,500 | Total 1894 to date, \$2,367,896 | |
| Landers Agency 15,000 | | National of Ireland 500 | | |
| Small losses \$8,559 | | | | |
| Total California, | | | | |
| S. F. excepted . . . \$126,569 | | | | |

Monthly Fire Losses.

| Month | 1894 | 1893 | 1892 |
|---------------------|-------------|-------------|-------------|
| January | \$406,024 | \$367,760 | \$229,442 |
| February | 491,475 | 277,968 | 263,543 |
| March | 381,308 | 340,866 | 212,214 |
| First quarter . . . | \$1,278,807 | \$986,594 | \$705,199 |
| April | 459,131 | 392,633 | 257,980 |
| May | 327,783 | 357,979 | 491,268 |
| June | 302,175 | 454,257 | 753,033 |
| Second quarter . . | \$1,089,089 | \$1,204,860 | \$1,502,281 |
| First six months | \$2,367,896 | \$2,191,454 | \$2,207,480 |

New South Wales.

Everything is at a dull level, and business cannot be expected to resume any important dimension until after the general election just

coming on, when the future of the fiscal policy of the Colony will be indicated by the results of the ballot box. It is pretty generally expected that the present protectionist government will be dismissed as soon as the new parliament meets, with free traders in their place.

Suspicious Silence.

According to the published reports of the recent annual meeting of the shareholders of the Sun Insurance Office, the chairman said nothing about the American business of the company. This omission is significant. We regard it as confirming the announcement that the directors have voted to withdraw from the United States. The concealment of that fact will enable the company to take time and make the best reinsurance contract possible.

"Long Range Underwriting."

This phrase, current among underwriters, has a good deal of significance. The man who shoots at a target at long range must be exceedingly skillful—or lucky—if he scores at all. At long range the game flies or runs to cover unhurt.

There is some Pacific Coast underwriting "at long range" away back East or far off in England. The effect is generally disastrous—at the butt of the old-fashioned underwriting gun. If the reader will carefully note the Pacific Coast figures of several well-known Eastern and English offices he will discover signs of this long-range underwriting. With a little judgment no mistake need be made.

What, in brief, is long range underwriting? It is home office dictation in non-essentials. It is the ignorant writing of far-off risks on the basis of experience in the home field. It is the contemptuous ignoring of the experience and judgment of the general agent who is on the ground. It is the expansion of the prohibited list and the curtailment of lines according to the company's experience in home districts where the moral and physical hazards are altogether different from those on the Pacific Coast. In fewer words, long range underwriting is the conversion of a general agent and deputy underwriter into a confidential head clerk.

We have observed that as a rule the best results in this field have been obtained by general agents or managers with the largest authority. Trusted unreservedly, they make themselves worthy of the trust by giving their principals their best efforts and clearest judgment. Unhampered by the restrictions of "by-rule" underwriting of the machinery of the home office, and free from the petty annoyances of officious underlings, they get business and make money for their companies; while their poor fellow-underwriters, toiling in the meshes of red tape, struggling with limited lines on the most profitable risks in this field, and brought up with a round turn if they raise an efficient man's salary or exceed last year's postage-stamp outlay, see with despair

their business falling and their losses rising, because the underwriting is really done at the home office and not on the Pacific Coast.

These mistaking home managers may discover the error of their ways in time—before their shareholders make the discovery—and extend to their Pacific Coast representatives the liberal authority and confidence which is their due as men of judgment and experience in underwriting in this peculiar and extensive field. Until this is done, such companies need not expect to make money in even this favored territory, and they will find little satisfaction in crying out against our high expenses, and no profit in saving at the spigot.

Withdrawal of the Sun Fire of London.

The Coast Review is in receipt of trustworthy information of the contemplated withdrawal of the Sun Insurance Office from the United States at an early day. This information is to the effect that the directors of the company have authorized the managers to retire from this country. We are informed that there has been a rumor to this effect in London for some time, but our information is direct.

There are substantial reasons for accepting this report as true. The Sun Fire has lost money in the United States. Last year's American premiums were \$1,645,000 and the losses paid were \$1,480,000. These are the chairman's figures. The losses incurred by the United States branch in 1893, according to the sworn report of the manager, were \$1,610,419, or within \$25,000 of the premiums as stated by the chairman at the recent annual meeting. No wonder the directors are in favor of withdrawing from the United States. The branch figures also show that the American losses and expenses were some \$300,000 more than the premiums.

Coming on the heels of the retirement of the Guardian, the announcement of the early withdrawal of the Sun Fire creates no surprise among underwriters.

An extra embodying the foregoing was issued from this office a few days ago. As was to be expected, the agent, Wm. Landers, denied the truth of the report. It is undoubtedly in the interest of the Sun Fire and of its agent to make such denials, until a satisfactory reinsurance contract shall have been made. In view of the fact that the retirement of the Guardian was strenuously denied, the report from London that the Sun Fire will also retire at an early day will be generally credited until a very considerable time shall have intervened.

The P. I. U. and the Extra.

We feel somewhat flattered by the attention given a Coast Review extra by the Pacific Insurance Union. At a meeting of the executive committee, it seems, this journal was spoken of as being considered the organ of the P. I. U. and it was therefore claimed that so much of the extra as referred to the effect of Landers' new appointment on the union would be regarded as the semi-official expression of that organization.

The union therefore "resolved" that the portion of the extra relating to the effect on the Pacific Insurance Union of the transfer of the management of the Imperial and Lion was not endorsed by the union.

We think the Pacific Insurance Union made a mistake in taking official notice of any newspaper article. It is a bad precedent. The corollary of "We do not endorse" is "We do endorse" whenever the union remains silent. It follows as a matter of course that all that has heretofore appeared in The Coast Review in relation to the Pacific Insurance Union, including the Landers' controversy, has been endorsed by the union, because no portion of it has been officially repudiated.

In our resume of the extra, as it appears under different heads in this issue, we therefore, in deference to the P. I. U., omit that portion which it is expressly declared is "not endorsed."

It would be well for us to say here, however, that The Coast Review is not the

organ of any body of underwriters, and it prefers not to be considered as such, either. The Coast Review is not an organ, but it does attempt to give voice to the best interests of Pacific Coast underwriting. We try to keep in touch with those interests, and to reflect the views of the most conservative and experienced underwriters. But we do not submit articles to the Pacific Insurance Union nor to individual underwriters, and nothing that appears in these columns should be accepted as the expression of an organ or the semi-official utterances of a board of underwriters.

The aforesaid extra was issued without the knowledge or consent of the Pacific Insurance Union or any member thereof.

Transfer of the Lion and Imperial.

These London fire offices have transferred their Coast agency to Wm. J. Landers, thus stepping into the "shoes" of the Guardian and possibly of the Sun Fire. The Guardian will allow its Coast risks to run off its books, and the Sun Fire, if it retires, as we believe it will, doubtless designs to do likewise. The Lion and Imperial are the "heirs apparent" to so much of the expiring business as the general agent may be able to save on his new contract.

It will not be an easy matter to transfer that business, we imagine. The Lion and Imperial may be greatly disappointed. The former company, too, will hardly satisfy the policyholders of the Guardian and Sun Fire who accepted their policies because they were strong companies.

The home office managers of the Lion and Imperial have been underwriting Pacific Coast risks at "long range," and they have made a bad mess of it. If they have done no better at home, they do well not to file their home office figures with the California insurance department. Their late general agent, Wm. Sexton, stands acquitted of any responsibility for their underwriting experience in this field.

Discontinuances.—By request of many subscribers, subscriptions are discontinued only on receipt of instructions to that effect.

Landers' Expense Ratio.

It is now stated, on what appears to be good authority, that Wm. J. Landers has been limited by his companies to a smaller expense ratio. In accordance therewith he is now cancelling old contracts and issuing new ones at a reduced rate of commission. This is good news indeed, which places the Lion and Imperial in a somewhat different light in selecting Landers as their representative.

The Coast Review has made war on Landers and his companies because they were the chief enemies of the union and of legitimate fire underwriting. The Guardian and the Sun Fire of London appear to have grown tired of illegitimate methods which were probably a source of loss. It is to be hoped that their successors, the Lion and Imperial, will be able to keep their Coast manager in the traces. Whether they will be able to take over much of the business acquired by illegitimate means remains to be seen.

Six Months' Coast Losses.

Our usual analysis of the fire losses in this field for the first half year shows an increase of at least \$200,000. The increase has been large in California outside of San Francisco, in Montana, Washington, Arizona, Idaho. Oregon losses were about the same as in the first half of 1893. Washington losses increased 15 per cent.

The average experience in this field indicates a total loss of \$6,000,000 on this Coast this year. Business being quiet, and premiums falling off absolutely as well as relatively, it is probable that the total Coast premiums will not be over \$11,000,000, and may be less. On this basis the average loss ratio will be about 55 per cent. Fires, however, have been falling off in number and loss during the last two months, and the average losses may not be experienced the remainder of the year.

The most potent hazard is in the use of copper plated carbons for arc lamps. The reason for that is this: Globules of copper are thrown off from copper plated carbons in a red hot state. They easily imbed

themselves into the inner surfaces of the globe, and every time the globes are swept out there are a large quantity of copper shot which were once red hot and have cooled off. I have seen a sheet of plate glass with splashes of copper from an arc lamp imbedded in it. The distance was 60 inches that the shot had to fall, and they actually contained heat enough to imbed themselves into the glass. The hazard arising from placing ignitable materials under arc lamps must now be apparent.—F. U. A. P. P.

Manager Bowers.

The withdrawal of the Guardian Assurance Company, of London, from the United States has not, so far as we have learned, drawn forth any tears or lamentations. The meanness, narrowness and pettiness which characterized and controlled its management here as elsewhere, and which so unmercifully handicapped its United States representative, made it so unpopular that no one will regret its departure. The large business it had here was effected through the attractive personality of its American manager, a gentleman who is universally esteemed, and whose services the North British and Mercantile has been glad to obtain.—Baltimore Underwriter.

We too are Magnanimous.

Mr. Landers' record with the Guardian and Sun Fire on the Coast is one that any man might be proud of.—Pacific Underwriter.

What we might say, but sha'n't, reminds us of Ingersoll's reply to his clerical critics in San Francisco. Among them was Rev. Mr. Kalloch, who in Kansas was known as "the sorrel stallion of the raging Kaw." His reputation was altogether unlovely. In San Francisco he was the leader of the Sandlotters, who made him mayor. "Now," said Ingersoll, "there's that man Kalloch; and to show you how magnanimous I can be I won't say a word about that man's reputation."

Business failures in the United States are about 25 per cent. less now than a year ago.

Mercantile rates have been advanced 25 per cent. in Kansas City, Mo., where the underwriters have been losing money.

Even fire underwriters have been discussing A. R. U. to the exclusion of P. I. U.; and the U. M. S. has given way to the U. R. S.—universal railroad strike.

The Pacific Coast Monthly Fire Insurance--Loss Record for 1894: by States, Territories, Etc.

| MONTHS. | SAN FRAN- CISCO. | CALIFOR- NIA, EX- CEPT SAN FRANCISCO. | CALIFOR- NIA, TOTAL. | OREGON. | WASH- INGTON. | IDAHO. | MON- TANA. | NEV. | UTAH. | ARI- ZONA. | COLOR- ADO. | TOTAL. 1894.* | TOTAL. 1893.* |
|-------------------|------------------------|--|----------------------------|-----------|------------------|-----------|---------------|----------|----------|---------------|----------------|------------------|------------------|
| January | \$6,347 | \$115,235 | \$121,580 | \$43,538 | \$109,202 | \$36,081 | \$27,099 | 70 | \$10,315 | \$6,800 | \$10,128 | \$367,760 | \$128,585 |
| February | 491,997 | 123,901 | 618,898 | 12,235 | 91,936 | 17,350 | 17,066 | 70 | 1,200 | 8,041 | 30,585 | 491,475 | 149,005 |
| March | 30,534 | 147,244 | 177,778 | 24,793 | 90,241 | 21,628 | 22,480 | 7,885 | 1,700 | 5,000 | 25,514 | 340,860 | 90,850 |
| April | 11,765 | 267,181 | 278,946 | 20,658 | 59,739 | 14,613 | 39,000 | 30 | 7,402 | 14,467 | 12,933 | 489,131 | 174,412 |
| May | 10,334 | 151,097 | 161,431 | 17,901 | 42,910 | 4,998 | 48,831 | 12,963 | 6,389 | 9 | 14,479 | 327,283 | 282,174 |
| June | 24,146 | 126,569 | 150,715 | 43,979 | 32,853 | 20,674 | 5,410 | 3,931 | 3,931 | 32,512 | 8,519 | 392,175 | 270,008 |
| First Six Months | \$308,423 | \$934,225 | \$1,242,348 | \$163,566 | \$129,972 | \$115,344 | \$159,877 | \$11,748 | \$60,935 | \$67,220 | \$101,318 | \$2,191,454 | \$2,501,788 |
| July | .. | .. | .. | .. | .. | .. | .. | .. | .. | .. | .. | 968,579 | 1,258,827 |
| August | .. | .. | .. | .. | .. | .. | .. | .. | .. | .. | .. | 640,809 | 2,810,880 |
| September | .. | .. | .. | .. | .. | .. | .. | .. | .. | .. | .. | 545,191 | 512,237 |
| October | .. | .. | .. | .. | .. | .. | .. | .. | .. | .. | .. | 501,503 | 1,26,451 |
| November | .. | .. | .. | .. | .. | .. | .. | .. | .. | .. | .. | 395,100 | 174,091 |
| December | .. | .. | .. | .. | .. | .. | .. | .. | .. | .. | .. | 407,770 | 210,115 |
| Last Six Months | .. | .. | .. | .. | .. | .. | .. | .. | .. | .. | .. | \$3,451,915 | \$3,100,107 |
| Total, 1893 | .. | .. | .. | .. | .. | .. | .. | .. | .. | .. | .. | 5,691,399 | 8,691,892 |
| Average per month | .. | .. | .. | .. | .. | .. | .. | .. | .. | .. | .. | 474,300 | 724,330 |

* Totals include small losses in New Mexico, Alaska, British Columbia, etc. \$ San Francisco agencies only. † Conflagration year--Six towns burned.

Fire Notes.

Here are the Guardian's home figures: Premiums, £566,772; losses and expenses, not including dividends, £581,065. Taking interest into account, and dividends paid, the losses on the year's business footed up over £18,000.

Thos. C. Hindman, one of the stockholders of the defunct Columbian Fire and its San Francisco agent, says he has obtained evidence of "flagrant corruption" in the management of the company. A meeting of the stockholders was called for June 25.

The Sun Insurance Office, according to the Policyholder, makes a poor showing in its annual statement. The losses were over 75 per cent. Losses and expenses were nearly £100,000 more than premiums; and the expenditures, including shareholders' dividends were £110,201 more than the receipts. The London Sun's Pacific Coast policyholders and agents will view these figures with some uneasiness.

A percentage co-insurance clause submitted by the Continental for consideration is to this effect: Claim under any item shall not exceed such proportion of any loss as the amount of such item bears to 80 per cent. of the actual cash value of property covered by such item; this clause inoperative if loss is less than 5 per cent. of total insurance, nor if loss or insurance on any item exceeds 80 per cent. of value of property covered by such item.

Mann & Wilson's General Agency.

This well known San Francisco general agency ranks among the oldest and most important on the Pacific Coast. Jno. Scott Wilson and H. R. Mann comprise the firm--two old citizens who have long been identified with the business interests of San Francisco. Mr. Mann was one of the founders of the agency with the late Gen. Hutchinson, in 1871. Mr. Wilson became a member of the firm in 1886.

Messrs. Mann & Wilson represent several strong fire, marine and casualty companies, for which they transact a profitable business yielding an annual premium income of some \$300,000. The losses incurred by the fire offices of the agency in this field last year were less than 35 per cent. of their Coast premiums. The several companies in the agency are the Lancashire of Manchester, the Agricultural, Girard, Teutonia, St. Paul, Hartford Steam Boiler, Metropolitan Plate Glass, La Fonciere

Marine and L'Universo Marine—all good and prompt-paying companies.

The Lancashire's United States branch figures are: Assets, \$2,287,776; surplus, \$625,881; premiums in 1893, \$2,085,217; Coast premiums, \$135,940. The home office capital is \$1,366,930.

The Agricultural has \$2,312,676 assets, and \$761,200 surplus to policyholders, and a handsome net surplus. The Girard increased its assets, surplus and business last year. The Girard is a strong company, too, with \$1,700,172 assets and over half a million net surplus. The St. Paul is another strong company with a fine net surplus of nearly half a million and assets of over \$2,200,000. The Teutonia of New Orleans made gains in resources, surplus and premiums last year. The Teutonia is doing a healthy business and is in fine condition. The very sound financial condition of the several fire offices in Mann & Wilson's agency is attested by their net surplus figures—all good.

Aimed at the Broker.

A correspondent writes to The Coast Review as follows:

"You ask, in the May number, 'Is it impossible for the fire insurance companies to emancipate themselves from the brokerage slavery?' I answer, It is not impossible. All business in a city like San Francisco will come without solicitation. My plan to do away with unnecessary middlemen is simple. It is to have a clearing-house in which business shall be distributed according to some agreed standard. Let the P. I. U. be headquarters to which every application must be made. If the insured hires a broker, let the insured pay him.

"I suggest as a fair way to distribute metropolitan business is on the basis of present business, policyholders' surplus, and number of years represented here, as agreed on. Offices could reject risks as now, if they liked, but under a scientific rating, such as is possible under this clearing-house system, one class of risks would be as acceptable as another. Property-holders could exercise their own judgment in the selection of a company, as they should do now, instead of relying on a broker who is interested in the commission more than in the character of the indemnity.

"San Francisco and Oakland rates could be lowered, and yet profits would be greater. The application of the co-insurance clause, which would then be easy, would increase the premium receipts. New business can be de-

pended upon to come in without solicitation, and the old business would be renewed by an inexpensive clerical force in the service of the P. I. U.

"These are radical suggestions, but I submit that in these days of compacts, trusts, universal mercantile schedules and Bellamy socialism, all in the alleged interest of economy and scientific production and distribution, my plan is practicable and in line with the tendency of the times."

'The Loud Alarm Bells.'

Hear the loud alarm bells—

Brazen bells!

What a tale of terror, now, their turbulency tells!

In the startled ear of night

How they scream out their affright!

Too much horrified to speak,

They can only shriek, shriek,

Out of tune.

In a clamorous appealing to mercy of the fire,
In a mad expostulation with the deaf and frantic fire

Leaping higher, higher, higher,

With a desperate desire,

And a resolute endeavor

Now—now to sit or never,

By the side of the pale-faced moon.

Oh, the bells, bells, bells!

What a tale their terror tells

Of Despair!

How they clang, and clash, and roar!

What a horror they outpour

On the bosom of the palpitating air!

Yet the ear it fully knows,

By the twanging,

And the clanging,

How the danger ebbs and flows:

Yet the ear distinctly tells,

In the jangling,

And the wrangling,

How the danger sinks and swells,

By the sinking or the swelling in the anger
of the bells—

Of the bells—

Of the bells, bells, bells, bells,

Bells, bells, bells—

In the clamor and the clangor of the bells!

—The Bells, Edgar A. Poe.

New Life Business.

The expense of new business should be divided alike between new and old policies. If new business is obtained at a reasonable cost, old members can well afford to share in the expense of securing it, as they are to share in

the benefits resulting from it. If the cost of new business becomes excessive, it would be practically impossible to charge it all against the new policies. To do so would make life insurance deservedly unpopular. It would be much better to distribute the expense over all policies, and still better to be content with such new business as can be obtained at a moderate cost.—Miller.

Cesar Bertheau's General Agency.

Four well-known Eastern companies comprise the general agency of Cesar Bertheau, to-wit: the Germania, Hanover and Farragut of New York and the United Firemen's of Philadelphia.

The Germania has \$1,000,000 cash capital, \$3,206,984 assets, \$960,333 net surplus, and is thirty-five years old. The Germania increased its assets last year, "held its own" in business, and reduced its loss ratio. Its losses and expenses were \$145,000 less than its income in '93.

The Hanover also has \$1,000,000 paid-up capital, \$2,070,334 assets, the handsome net surplus of \$219,320, and it began the year without entangling alliances with a premium income of near a million.

Both the United Firemen's and Farragut increased their business last year, and both paid the usual dividends.

Manager Bertheau increased his business somewhat in this field last year, and incurred only 38 per cent. losses on a premium income of \$149,000.

The Electrical Hazard.

SEATTLE, Wash., June, 1894.

Editor The Coast Review:

I am much interested in the article by Geo. P. Low on "Inside Wiring," contained in your June number. It is short, and yet it contains all the substance there is in the question.

Mr. Low scores a bull's-eye when he adds, "Why not apply a heroic remedy?" That sort of medicine, not only in the case of "inside wiring, concealed and in wire-ways," but all along the line of the electrical hazard, is the only efficacious one in the present condition of the case.

The cry comes from almost every fire insurance company in the land and from every fire underwriters' organization, "What are we going to do to check this fearful loss from the electrical hazard?"

Mr. Low answers it in the few words quoted above. President Skilton in his vigorous reference to the subject at the recent meeting

of the National Board (see your June number) says "concurrent action regarding our present greatest enemy—electricity—seems to be imperatively demanded," and he too has in that reference gone still further in the right direction.

"More strenuous rules" are not so much needed. Time, money and brain energy enough have been expended by the fire underwriters in making good rules and revising them; and enough copies have been printed and distributed to hide all the good electrical installation in the country ten feet deep, and yet, how little money, comparatively speaking, has been spent in seeing that those excellent rules were adhered to. They have been placed in the hands of electrical contractors, foremen and wiremen, right and left. By some they have been understood and conscientiously followed—by others they have been understood and deliberately ignored; while by a great many more they have not been understood and probably would not have been followed if they had been, and all because there has been no one in behalf of the insurance interests to criticise—at least until the work to a large extent has been concealed, and after that, as Mr. Low says, "it is an absolute impossibility to satisfactorily inspect it."

Having tackled the matter in behalf of the New England Insurance Exchange in its early days, and continued the work until 1890, I have learned that following the construction men with a sharp stick in the hands of good inspectors is the only way to prevent their proving themselves to be de-struction men. To be sure it costs lots of money to do that, but how little in comparison with what it saves. In New England we began by insisting that the several "parent" electrical companies, so called, should pay the cost of inspection in the pro rata that their apparatus was installed, and we continued to collect the full amount from them up to the time of my retiring from the exchange.

But that time has gone by. No longer is it possible to collect the cost of inspection from that source, although it is quite possible to compel a strict observance of insurance rules or apply the penalty by way of advanced rates demanded of the assured. If Tacoma attempts to economize by lessening her fire department, what happens? If Seattle talks of taking her fire boat out of commission, what is threatened?

Who will deny the truth in the thread-bare saying of the "ounce of prevention" and the "pound of cure?"

It is impossible to fix an adequate rate for an electrical hazard from a faulty, concealed piece of wiring, or imperfect apparatus. A cheap, slipshod installation may run along the ragged edge all right for years and upset all calculations; and then again, through some conditions that we cannot foresee (nor *after see*, for that matter) it may burn the hair all off us some night.

We can, however, fix a rate that will practically prohibit the continued use of such work, or make it decidedly to the assured's interest to have the faults removed. A perfect installation needs no extra rate, because there is no hazard about it. Why wouldn't it be wise to apply some of the money spent in making rates, to removing the electrical hazard, through more inspection and some "heroic remedy?"

Still the situation on this Coast, from my observation, is rosy when compared with that of the Eastern and Middle sections of the country, where every 7x9 town has its electric plant; every big mercantile or manufacturing establishment has its lighting, either from an outside, or an isolated plant, and where any novice capable of hanging a call-bell has, during the past ten years, been allowed to compete in the lighting business. It is, in a great measure, this work of past years that needs the "heroic remedy," even to the point of eradication in many cases; and President Skilton is just right when he says that "strenuous rules and uniform action" must be applied. And why should not the National Board handle it as they do the question of supervision of fire departments?

STEPHEN E. BARTON.

"A Case For Names."

Referring to The Coast Review's assertion that two of the largest firms in San Francisco bragged of getting ahead of the insurance companies in the settlement of damage claims, Davis & Lakey's paper says it is a case for names. No, thank you. It would do no good for The Coast Review to print those names, and if an annoying libel suit should follow, this journal would have to bear all the expenses. Besides, these names and hundreds like them are known to home office managers, or at least they are matters of printed fire insurance record; yet these fraudulent merchants are well insured to-day. We give two more characteristic instances. One firm had five fires, two or three of which were known to be incendiary, and four of which were suspicious. At last accounts this firm was well

insured. Another firm had five fires and one extortionate smoke damage claim. Some of these fires were of suspicious origin, and the damage claims were manifestly dishonest. At the last fire, which cost the companies tens of thousands of dollars, there was no lack of insurance. Another case. A \$25 fire beneath the sidewalk. Smoke damage claim. Delicate goods 100 feet distant sadly damaged by smoke and "fumes." Twenty thousand dollars damage claimed; \$5,000 accepted. At the adjustment it was found, accidentally, that a part of the "damaged" goods, and a part too which the firm contended had been most seriously smoke-damaged, had been delivered two days after the "fire." This firm carries a good line of insurance to-day. Who is responsible for this state of things? We unhesitatingly answer, the broker. It is the broker, greedy for a commission, and with the whip of "the business I control" in his hand, who forces managers to write these objectionable risks in order to secure a fair share of the choicer risks. The broker, too, is backed by the creditors of these disreputable and dishonest business men.

California Assessment Companies.

Only three California assessment companies report to the insurance department, namely: Bankers' Alliance, California Mutual Benefit and Fidelity Mutual Aid.

BANKERS' ALLIANCE OF LOS ANGELES.

Assets, \$114,565, of which \$75,594 is in the form of "reserve fund notes." Liabilities: losses in course of adjustment, \$10,000; losses not adjusted, \$23,725. The mortuary liabilities about equal the cash on hand. Receipts from mortuary assessments, \$58,139; losses paid, \$49,298. Policies in force, \$6,045,000 on Dec. 31, 1892, and \$9,205,000 on December 31, 1893. There was one death loss in 1892; there were thirteen in 1893. Here is a warning hint of the future.

CALIFORNIA MUTUAL BENEFIT.

A San Francisco concern. Assets, \$6,375; liabilities, not reported; policies in force, \$12,478; received from members, \$22,275; paid to members, \$1,710. Balance paid to agents and managers, excepting a trifle.

FIDELITY MUTUAL AID.

Another San Francisco concern. Assets, \$21,047, some \$12,000 of which is cash. Assets less than a year ago. Income 30 per cent. less than a year ago. Fewer policies in force.

The Life & Annuity Association of Oakland

reported \$82,000 income a year ago. To-day it is in the hands of a receiver who found only \$13 assets.

The Home Benefit, which a year ago reported \$143,000 income, is also defunct. Next!

The Pacific Insurance Union.

Work on the new constitution of the Pacific Insurance Union has proceeded to the extent of adopting substantially all of the report of the committee in charge, except that part relating to the metropolitan district. A more hopeful feeling prevails now that the prowling Landers cat has had its claws clipped.

Following are some of the clauses of the revised constitution:

AS TO NON-INTERCOURSE.

No member of the union can be represented by an agent who represents a non-union company. No member shall reinsure, nor accept, nor place, any business with non-union companies, agents or brokers, except with consent of the executive committee.

REDUCTION OF RATES IN FACE OF COMPETITION.

Competition may be met by the executive committee, with the approval of the majority of the members, by a reduction of rates in a town or district or by the abandonment thereof. The reduction to be in the form of an authorized and receipted rebate. When such reductions are made at important cities or towns, the executive committee will require that other insurance be restricted to union companies.

A GRIEVANCE COMMITTEE.

Seven eligible members of the union, selected in alphabetical order, shall be made a grievance committee, to consider complaints of violations of rules, of rebating, etc. On the first and fifteenth of the month the particulars of complaints shall be furnished every member of the union. Each complaint must be accompanied by a cash deposit of \$5.00, to be forfeited if the complaint be decided to be without reasonable foundation. Any fine imposed must be paid, within a prescribed time, but any person convicted by the manager of the union or the secretary of the grievance committee may appeal to the committee itself, whose decisions shall be final.

Any person, other than a member, convicted three times, or who has shown a willful intention to violate union rules, or who shall have been once proven to have converted to his own use money belonging to a union company, shall be disqualified from representing

or acting for placing business in or through any union company or its representative.

For each conviction of a member of having written at less than proper rates, or having violated the non-intercourse rule, the fine is \$50, which is cumulative for continuing in an agency with non-union companies. Fines for other violations are from \$50 to \$250.

For any conviction of manifest unfaithfulness on the part of a member by the grievance committee, the penalty is expulsion, by a majority vote of the union, by ballot.

London & Lancashire Fire Insurance Company.

The thirty-second annual meeting of the London & Lancashire Fire Ins. Co. was held in Liverpool lately. The following balance sheet was submitted to the shareholders: Capital, \$1,063,750; assets, \$5,221,335; net surplus, \$450,220; policyholders' surplus, \$1,514,000; premiums, \$4,340,690; losses, \$2,914,455; dividends, 20 per cent., as usual. Outside of the United States the company increased its business \$75,000. The American business fell off. Referring to this, the chairman said:

"This diminution of American business is entirely the result of our own action. We fully recognize the sterling value of a great deal of the American business, which is quite as good as our own at home, but there is also a great deal that requires careful watching and sometimes severe pruning. We have been applying the pruning knife during the past year with the result that we have reduced the business by £28,000. We already feel the effect of this. We see there is a distinct improvement in the American business, partly attributable to this pruning, and partly to the fact that rates have been raised where experience showed they were too low.

"I have taken the eight largest companies in the States as being likely to give the fairest possible representation as to the American companies. I find that these eight companies have had an experience very closely resembling that of the English companies working in the United States. These eight American companies during the last year received in premiums \$25,860,276, and there was an apparent profit of \$123,488, but if the necessary correction be applied for unexpired risks, the result is a loss of \$651,412; and that loss upon the smaller amount of premiums corresponds very much with the larger loss by English companies with the larger volume of business."

In the United States, whence the company derives half its business, the London & Lancashire has \$2,641,029 invested, some \$700,000 of which is clear surplus. On the Pacific Coast, where it is represented by Wm. Macdonald as manager and D. E. Miles as

assistant manager, the London & Lancashire leads all foreign companies in premium receipts (\$444,031), and is exceeded in volume by only one company. The ratio of losses incurred (40.5) was 10 per cent. less than the average of all companies.

About Big and Little Companies.

Soundness is not synonymous with size in fire insurance, any more than it is in other business enterprises. That company is most successful which manages to continuously show the largest margin between income and outgo. A company in the possession of half a million dollars of sound assets which saves an annual average of fifty thousand dollars as the result of its underwriting is a better company and has a better right to live than one which with five millions saves only two hundred thousand. The business of the country, it is to be remembered, is not all done in the large cities. The flourishing town, the thriving village and the quiet hamlet, all have need of insurance protection, and present a field for the small, well managed company, quite as safe and manageable as the field dotted over with "target risks" and occupied by the big companies.

A comparison of the individual companies in the three classes (big, little and medium) shows that the result of the eight years' underwriting has been wonderfully uniform. The big companies have been managed with ability, and underwriting brains of the best quality have shaped their methods, but quite as great ability has evidently been displayed by the small and by the medium-sized companies, for they have achieved equally favorable results. The managers of these companies have known where and when to limit their operations and how to appreciate the lesson of the old couplet :-

"Larger vessels venture more,
But little boats should keep near shore."

The fact is, great and small companies are relative terms in fire as they are in life insurance, the real greatness of any company consisting in its ability to furnish sound indemnity for a continuous period and to make money for its stockholders. For that class of companies, either present or prospective, there is ample room. In the "survival of the fittest," so glibly talked about, experience has shown that the comparatively small companies must have had a pretty good degree of fitness.—*Insurance Chronicle*.

An East Indian paper offers to the heirs of any subscriber who dies one half the income of

the paper in the year of such death. Even Mr. Harvey would not think this an inducement to commit suicide.

Accident Notes.

The United States Mutual Accident Association recently wrote, in one day, new insurance to the amount of \$1,130,500. Its payments in claims, in a recent thirty-day period, exceeded \$50,000. The association's new business during the current year largely exceeds the new business secured in the corresponding months of 1893.

*

The Ohio Casualty & Surety Company, of Cleveland, is a new project, with \$300,000 surplus funds.

*

The Fire Underwriters' Accident Association of Milwaukee begins business with 1,000 members. Secretary Cramer, of the Milwaukee Mechanics, has been elected president of the new scheme.

*

The Star Accident Association of Illinois twinkles faintly above the horizon. Insurance Commissioner Durfee is looking the other way.

Old Time Fire-Fighting.

No greater contrast in any department of life's work can be found than in the science of fire-fighting now and fifty years ago.

I remember, and perhaps uptown New Yorkers may also remember, "Black Joke" Engine Company No. 33, of Corlears street, and "Live Oak" No. 44, of Houston street, manned by stalwart ship carpenters and caulkers who, meeting on their way to the fire on neutral ground on Cannon street, plied spanner and butt, or loose cobble stones and bricks, to enforce the right of way. Oh, there was fun in it for us boys of those days!

And how we idolized the typical "Mose" of the stage—soaped locks extending down the cheeks on either side the face, hat cocked on one side, red shirt and coat negligently hung over the arm, trousers tight around the knees and "forty inches around the bottom." How we thronged the pit when Mose (our Chanfrau, himself a fire boy) trod the stage and told us how Cornell Anderson, his chief, told him to "Get off dem hose," and the threat to "wipe him over the gourd with the horn."

How prosaic, now, fighting fire by machinery, instead of by the vigorous muscles of

stalwart men, inspired by the shouts, "Break her down, boys!"—Geo. D. Dornin.

Pacific Coast Assessment Associations.

Ancient Order of Samaria, organized 1891, San Francisco.

Bankers' Alliance, Los Angeles.

California Mutual Benefit Society, San Francisco.

Fidelity Mutual Aid Association, San Francisco.

Mutual Indemnity Co., by L. M. McKenney, 1894.

Mutual Relief Association, Petaluma, Cal. Not authorized to do business.

Defunct Pacific Coast Co-operatives.

EIGHTY-SIX BURSTED ASSESSMENT BUBBLES —
MORE FAILURES IMMINENT—AVERAGE LONGEVITY, TWO YEARS.

American Mutual Endowment Ass'n, Oakland; 1899.

American Eagle Ass'n, San Francisco; 1891—see Eagle.

Atlas Endow. Ass'n of America, Los Angeles.

Bankers & Merchants Mutual Life Ass'n of the United States, San Francisco; 1891; indorsed by leading business men; Alex. Badlam, president.

Bankers Mutual Relief Ass'n, Portland; 1889; organized by A. L. Reed.

Bankers Mutual Relief Ass'n, S. F.; 1890; organized by A. L. Reed.

Bankers Endowment League, S. F.

Bankers Mutual, Pueblo; transferred to Kansas Mutual, 1891; organized 1890.

California Endowment Ass'n, S. F.

California Life & Endowment Ass'n, S. F.; 1886; indorsed by leading business men.

California Mutual Indemnity, S. F.; J. B. Vance; 1891.

California Endowment Union, S. F.; 1891; C. D. Coon, secretary.

Columbus Mutual Benefit Society, S. F.; 1891.

California Maturity Ins. & Acci. Ass'n, S. F.

Eagle Insurance Society, S. F.

Educational Endowment Ass'n, Portland; 1890.

Equitable Insurance Company, Oakland; 1890.

Equity Benefit Association, S. F.; 1890.

Eureka Endowment Association, S. F.; 1892.

Equitable Fraternal Co-operative Union, Ogden.

Farmers & Mechanics Indemnity Ass'n, Fresno; 1889.

Fraternal Guild, S. F.; 1890.

French Mutual Ass'n, Sacramento.

Fidelity Endowment Ass'n, S. F.; 1891.

Fraternal Life Ass'n, 1892.

Fraternal Argonaut, S. F.; Wm. A. Davies.

Golden Gate Endowment Ass'n, S. F.; 1889.

Golden Gate Tontine Saving Society, S. F.; 1890.

Guaranty Endowment Benevolent Ass'n, S. F.; 1891.

Guarantee Ass'n, Los Angeles; 1890.

Guardian Mutual Endowment Ass'n S. F.; 1890.

Great Western Mutual Aid, Denver.

Great Western Mutual Accident, Denver.

Home Accident Ass'n, S. F.; 1892.

Home Mutual Endowment Ass'n, S. F.

Home Mutual Aid Ass'n, S. F.

Home Benefit Life Ass'n, S. F.; 1893. 'Absorbed' by a New York association, which did not assume its debts. The Home Benefit had about \$90,000 unpaid claims, to pay which the members were specially assessed.

Independent Order of Chosen Friends, S. F.

Legion of the West, S. F.; 1892; E. D. Fusier, secretary.

Life & Annuity Ass'n, Oakland; see O's; 1893.

Mutual Endowment & Protective Ass'n, Santa Rosa; Overman, president.

Mutual Endowment Ass'n, Los Angeles.

Mutual Accident Ass'n N. A., Seattle; 1891.

Minors' Mutual Endowment Ass'n, Livermore; 1885.

National Endowment Ass'n, S. F.; 1890.

National Relief Ass'n, S. F.; 1890.

National Benefit Ass'n, Seattle; 1891.

Occidental Self-Endowment Ass'n, S. F.; 1889; Overman, president.

Order of Mutual Companions, Petaluma; 1885.

Order of United Endowment Associates, S. F.; 1892.

Odd Fellows Mutual Aid Ass'n, S. F.

Oakland Endowment Ass'n; 1893; latterly called the Life & Annuity Ass'n.

Order of the Golden Shore, S. F.; 1893.

Pacific Coast Branch of the Mutual Self-Endowment and Benevolent Ass'n of Texas, S. F.; 1885.

Pacific Mutual Endowment Ass'n, Oakland; 1888.

Pacific Coast Provident Ass'n, Sacramento; 1885.

Pacific Mutual Aid Society, Los Angeles; 1888.

People's Life and Accident Ass'n, Petaluma.

Phoenix Fiduciary Endowment Ass'n, S. F.; 1890.

Pacific Endowment League, S. F.; 1892; Severance & Leudres.

Pacific Mutual Aid Ass'n, S. F.; 1891.

Pacific Laborers Protective Ass'n, S. F.

Pacific Mutual Benefit, Eureka, Cal.

Rocky Mountain Insurance & Savings Institution, Denver; 1889.

Royal Argosy, S. F.; 1891.

Safety Fund Ass'n, S. F.; 1883.

Safety Endowment Union, S. F.; 1890.

Salt Lake Accident; Duke V. Diamond; 1891.

Self-Endowment Life Security, S. F.; 1890.

Southern California Mutual Aid Ass'n, Los Angeles.

Southern California Mutual Benevolent Ass'n, Los Angeles.

Southern Pacific Endowment and Loan Ass'n, S. F.; 1890.

Star of the West Endowment Ass'n, S. F.; 1890.

Tontine Society, Oakland; failed about 1886.

Union Endowment Ass'n, S. F.; 1889.

Universal Benevolent Ass'n, S. F.; 1884; indorsed by leading business men.

United Endowment League, S. F.

United Friends of the Pacific, S. F.

United Order of Honor, S. F.

United Endowment Associates (enumerated among O's above).

United States Mutual Benefit Ass'n, S. F.
 Washington Mutual Relief Ass'n, Spokane.
 Washington State Mutual Accident, Seattle;
 1889.
 Washington Benefit Ass'n, Seattle; 1889.
 West Coast Insurance Ass'n, Merced; 1890.
 Western Mutual Benefit, S. F.; W. H. Riddell,
 formerly of Occidental, secretary; 1891.
 Youths' Mutual Endowment Ass'n, S. F.

Editorial Scribbings.

The life insurance men are rather enjoying the fire insurance situation in the East as regards the numerous irresponsible Lloyds. The laws allow the creation of these schemes without restraints; and the life insurance men recall the time when equally irresponsible co-operative life insurance associations had full swing and embraced among their officers, members and references well-known fire underwriters. What is sauce for the goose is sauce for the gander. Assessment life insurance was "a good thing" for those fire underwriters, and they should not complain of assessment fire insurance now.

* * *

In the absence of mails we are unable to announce the final disposition of the income tax feature of the Wilson bill as it affects mutual life insurance. The collection of such a tax from the over payments of life insurance would merely be a form of legalized robbery.

* * *

The New Hampshire insurance commissioner—that little pocket borough state has such an official—again defends valued policy legislation, on the basis of the experience in his state. We pointed out to the commissioner, a year ago, that in the face of the Ohio and Wisconsin statistics of increased losses after the enactment of such a law, his conclusions from little New Hampshire's experience savored more of impudence than good sense.

* * *

There are counties in California as large as New Hampshire. We can compile statistics from their experience which will prove almost anything that may be affirmed of a rate or hazard. But such

statistics from a small area and limited experience would really prove nothing. New Hampshire is a small state without large cities. In the absence of large fires, such as are common in the larger states, the statistics of fires, like those of a California county, are misleading. One or two good sized fires would upset the tables which the commissioner has been building. The Coast Review invited him to say something about the Ohio and Wisconsin valued policy statistics in his next essay on that incendiary law, but of course he did not accept the invitation.

* * *

Is the law really enforced in New Hampshire? Does Commissioner Linehan know of a single case where an insurance company paid more than the actual value of a burned building?

* * *

The Chicago daily papers are again after Senator Vilas with a demand that he explain his relation with the disappearance of the assets of the old Madison Mutual Fire sixteen years ago. The senator preserves a "dignified silence," though it would seem to be an easy matter for an honest man to explain away the suspicious circumstances. Healthy public sentiment has no respect for "dignified silence" under circumstantial charges of "irregularities."

Forty Masonic Companies Failed.

Grand Master Swain, in the Masonic Tidings of Milwaukee, says of Masonic life and accident insurance, "It is a fraud!" We quote: "The record of assessment insurance is one long record of failures. The failures of Masonic companies number over forty. Our own jurisdiction numbers many victims. The Matoon company's assessments have risen to an unconscionable amount. Assessments in the Masonic Benefit of Missouri have risen to the astounding sum of \$140 on each \$1,000 certificate. Now the courts have decided that members are liable for assessments to a sufficient amount to pay all unpaid death claims."

ASSESSMENT ITEMS.—The Guaranty Life & Accident Association of Indianapolis has failed. The Triennial Benefit League of New York has taken a tumble into a receiver's hands.

The Fire Insurance Local Agent.

The experience of the companies last year absolutely proved that the fire insurance rates must be raised. The expense of conducting the business has not increased; but there has been a slight decrease of managing expenses. No change of importance can be made in that direction. But some change must be made or the business will cease. The only possible change is an increase in rates. Fire insurance is now sold at less than cost.

Among the new hazards are electricity, the employment of which has become universal, and large buildings; buildings often used for "department stores;" buildings, always in the business centers, too tall to be reached by streams of water.

Another great risk made especially evident in this section of the country during the last six months, is the hard times. The business of the United States is one-third smaller than it was a year ago. This is a fact proved by the clearing house reports.

Bad business causes failures. The failure to sell goods to customers is a temptation to sell them to insurance companies. Valued policy laws increase the temptation, and diminish the rights of the companies. Only one man in a block may be tempted to become a criminal. But his fire consumes the block.

Insurance companies have been and are engaged in various efforts to improve the risk. They work for better buildings, for more careful inspections, for better wiring, for improved schedules and rating, for saving clauses in the policies. This work has been persistent during the past year. State boards are doing hard, honest work. In time it will tell—as it tells now with the factory mutuals.

But 1893, with no great conflagration, was a disastrous year. Suppose 1894 has one or two very destructive fires. Half of the companies now doing business will be in danger of annihilation.

This is the situation. Why is it, then, that whenever the rates are raised in a town—in many towns, not in all—that the local agents rise in open rebellion? Why do they hold mutinous meetings? Why do they threaten to resign? Why do they say that they will not apply the rate? Why do they write communications of a foolish and inflammatory character to the local papers? It is a fact that they do these things. We have very frequent evidence of this folly.

There can be only one reply. Such local agents do not know the facts in regard to fire insurance and the condition of the companies

in this country. They are engaged in a business of which they are ignorant. They do not know the standing, the history, of the companies whose agents they are. They are not bad men. They are ignorant.

What is the remedy? They must be sent to school. The special agent is too busy to be a schoolmaster. The manager has his hands full.

Who can make them bright and keep them so?

The insurance press; the editors. That is their duty, their business; they are at it all the time. They do it pretty well. Nobody else does it at all.

Calendars and blotters do not give insurance facts or insurance history. They are pretty dull and heavy; hard reading. Put your money, managers, into more readable shape.

The daily press and the weekly press scatter poison. They reek with "corporations," "combines," "monopolies." Your local agent reads them and becomes an ignorant coward. Send him an antidote.—The Insurance Magazine.

The Clergy.

Mr. Nichols' statistics with regard to the American clergy, Episcopal and Presbyterian, also show a much higher death-rate in early life than that prevailing among the clergy of the Established Church of England. This is apparently due to the mental strain arising from business anxiety and study. The low mortality among the English clergy, as compared with the American, appears to be due, in a large measure, to freedom from care and worry; and this is not the condition, as a rule, of the section of the community which requires the protection of life assurance.—Macaulay.

Inheritance.

It was not unusual to remark that a person inherited red hair from the mother, or a dark complexion from the father, and so on. Why, then, not inherit the stomach from one parent, the liver from the other, and similarly with other organs? One brother resembled in outward appearance almost entirely the mother, a sister the father; if so without, why not within? A great-grandfather died of heart disease at seventy-six, a grandfather at seventy-one, a father at sixty-five. A son resembling this father might rightfully infer that he would die still younger of the same disease. But instead of calling it a disease, call it the natural life shortened by a weakness in the paternal ancestry. Like caused like.—Dr. Morris.

On Her Surroundings.

W. B. French, the veteran adjuster and flour mill expert of Chicago, tells the following:

"The loss occurred at Joliet, under a 'Continental' policy. The assured was a woman, and the policy read:

'\$1,000 on her two-story frame residence; and \$200 on her surroundings.' I settled on the building, and then asked:

'Madam, what are your surroundings?'

'What did you say, sir?'

'Your surroundings, madam, what are they?'

'What do you mean, sir? They are quite as good as yours, I think.'

'No offense, madam; please read your policy.'

She did so, and then said:

'Excuse me; I didn't notice the wording. Well, sir, what are my surroundings?' she asked with a smile.

I replied: 'Ordinarily, I would define a woman's 'surroundings' as her wearing apparel.'

'What I thought I was insuring,' she answered, 'was against loss on the trees and shrubbery surrounding my residence.'

'All right,' I said, and allowed her fifty dollars damage on the shrubbery and trees.

It was the only case of the kind I ever had, but I think I make a common sense adjustment."

Fire Losses.

Up to July 1 fire losses in the United States for 1894 amounted to \$60,000,000. This is a little less than for the corresponding time last year.

Pacific Coast Chips.

—There is still a big demand for Otey Manuals.

—The Manhattan Life and the New York Life had "exhibits" at the San Francisco fair.

—General Agent Franz Jacoby of the Prussian National visited his Colorado agencies last month.

—Manager DuVal of the Continental made a flying trip to Portland last week. But he had to return via water.

—The Coast Review anticipated all its contemporaries in printing a description of the Manhattan Life sky-scraper.

—We have reason to believe that a recent large fire, attributed to a "concealed electric wire," was of incendiary origin.

—Portland authorities will require the removal of all moss from house-roofs. This, we understand, is a fire preventive measure.

—Manager Macdonald of the London & Lancashire is spending more time in Utah than his business requires, but he can't get away. The strike struck him.

—The Fourth of July.—There were far fewer fire alarms than usual in San Francisco on Independence Day, and the total property loss caused by exploding fireworks did not exceed \$5,000.

—The Vigilant was too hasty in accepting the notorious R. B. Caverly's "general denial." The Vigilant should call on the publisher of The Coast Review for a bill of particulars of Caverly's career on the Pacific Coast.

—The Brooklyn Life is said to be on the point of opening up an agency in California. It was formerly here, and is carrying old business on its books. The late President Bryant of the State Investment was its agent for renewals.

—An Australian subscriber writes: "Your March and April numbers, containing the papers of the Pacific Association meeting, were specially interesting. I think we have equal talent here, but the possessors are slow about coming forward at our underwriters' meetings."

—A. L. Davis, absconding agent of the Northwestern Mutual Life Ins. Co., at Altoona, Pa., was arrested in San Francisco June 21. The Fidelity & Casualty Co. of New York was surety for Davis. The company began its search for him immediately, and offered a reward for his arrest. Davis says he lost his money gambling in stocks. His "alias" here was J. E. Dale. This arrest is another feather in the Fidelity's cap. It is a warning to weak men who are bonded by a surety company.

—Our Midwinter Fair is over. It began in the mildness of midwinter and ends in the rigors of a San Francisco midsummer. Hence the appropriateness of the name. It has been a "shiver-ee" from the beginning. As we have said before, however, the fair has been a good investment for San Francisco business men and underwriters. No serious fire occurred on the grounds during the entire six months, notwithstanding the flimsy character of the buildings. The underwriters drew a considerable premium income from the venture, directly and indirectly.

—In *Ward v. Tucker*, Wash. S. C., 35 P. 1086, it was held that where it is the custom for marine insurance brokers to buy the insurance and deliver policies to the insured on their own account, a broker can recover of the insured the premiums on policies procured by him, though he has not paid such premiums to the insurer.

—Coast Review Life and Accident Chart: five years' general and California figures, as printed elsewhere, on tag board folded for the pocket. Just the thing for the solicitor. Comparative figures, showing resources, business, amount written and in force. Send to your general agent for a copy. Price, 10 cents, or four for 25 cents, at this office.

—Ten Years Ago.—The National of Ireland established an agency in this field.—H. C. Sigler organized the Southern California.—President Heald called attention to the alarming growth of term business at decreased rates. And it has been growing ever since.—The brief career of assessment endowment associations began in San Francisco. There is none left now.

—Wm. Sexton has been appointed manager of the adjusting department of the Firemans Fund Ins. Co. Mr. Sexton will have full charge of all adjustments of the company. For such a position the Firemans Fund could not have found a more capable man. Mr. Sexton has been adjusting losses for more than thirty years and is recognized as one of the best on the Coast.

—Times may be "hard," but improvements "go," just the same. Mann & Wilson are in renovated offices, W. J. Callingham has rented additional room in the L. L. & G. building, the Fireman's Fund building is shining in a new coat of paint. The Liverpool & London & Globe building also has a new and beautiful dress, and the surmounting globes glitter in new gold leaf; and a brand new American eagle decorates the flag-staff.

—Six fire companies and two life companies own office buildings in San Francisco, namely: Fireman's Fund, Sun, Home Mutual, New Zealand, Alliance, Liverpool & London & Globe, Pacific Mutual Life and the Mutual Life of New York. These companies set a very good example to their fellows. There are some good properties here awaiting the Equitable, the New York Life and the fire companies with funds to spare according to business done here.

—Henry B. Slaven, ex-druggist of San Francisco, ex-dredger of Panama, has stepped down and out of the American Union Life scheme, and Buncombe Armstrong is Boss.

—It is not the fashion now to say of a fire, "cause unknown." It is more creditable to the fireman's or adjuster's technical knowledge and powers of observation to attribute the fire to an electric wire.

—During the recent flood in Portland a watchman was placed in the Oregonian building's tower, to turn in an alarm and give the district number as nearly as possible. This precaution was rendered necessary by the temporarily defective condition of the telegraph alarm service in the flooded district.

—At the recent meeting of the shareholders of the Guardian one of the officers said there was a part of the American risks of the company which could not be reinsured on favorable terms. As the only American business which the Guardian is allowing to run off its books is that of the Pacific Coast branch, this confession is a little rough on William J. No wonder he refuses to publish his Coast figures for 1893. Our information is to the general effect that the Guardian and Sun Fire lost money on the Coast outside of California last year.

—The recommendation of the San Francisco grand jury in the matter of a pompiers corps has not yet been acted on. This recommendation should not be allowed to go unrecognized by the board of supervisors. The special work of such a corps would be among our big buildings and theatres. Of the former we have an increasing number; of the latter, San Francisco has more than any other city of its size. Our freedom from theatre fires should emphasize the danger. On the theory that our "share" of such misfortunes has yet to be apportioned to us.

—Necessity is the mother of invention. During the recent flood in Portland Fire Chief Buchtel invented a canvas suit, to be supported from above. The fireman in one of these suits was prepared to affix hose to a submerged hydrant without danger of drowning. This is the newspaper account, which leaves us ignorant of how there could be any danger where the fireman could reach the "plug." Are we to understand that in deep water the fireman, "dressed" in one of these canvas suits, was held head downward while "with both hands free" he attached the hose to the hydrant?

—Manager Geo. F. Grant is looking over his agencies in the Pacific Northwest.

—Major Chas. Christensen has been elected a member of the executive committee of the Pacific Insurance Union vice L. L. Bromwell resigned.

—During the first half of '94 in San Francisco 494 buildings valued at \$2,600,000 were erected, against 548 buildings valued at \$3,000,000 in the first half of '93. This is not so bad, considering the times.

—Rudolph Herold Jr., is in New York city, where he was called by wire to meet the managing director of the Hamburg-Bremen, S. v. Dorrien, who desires to personally discuss Pacific Coast business with General Agent Herold before returning to Hamburg.

—We print this month a table of classified losses on this Coast for three months. Next month the second quarter's losses classified, as reported to the Coast Review, will be printed. We invite suggestions from San Francisco underwriters in relation to this table. It may be made a useful compilation.

—The Pacific Mutual now issues a continuous premium installment life policy, the principal being paid in twenty installments to the beneficiary, thereby affording perfect protection. Such a policy is undoubtedly very attractive to many men who wish to insure an income for the family during a long period, or an income for a widow during life expectancy, without risk of loss of principal.

—Life Insurance Decision.—A press dispatch from Cheyenne, Wyo., says: "An important ruling was made by Judge Riner in the United States court. Defendant company refused to pay the claim of Mrs. George B. Henderson, whose husband was murdered in 1891 near Lander, on the grounds that the policy expected death from intentional cause. It was shown that Henderson, who was manager of a cattle outfit, expected to be killed and took insurance especially to provide for his family in case of his meeting death by violence. He did not read his policy, but relied upon the verbal statement of the insurance agent that the policy was all right and the insurance would be paid should he be murdered. Judge Riner rules that the agent's statement constituted a contract and that the policy shall be reformed accordingly. The amount involved is \$15,000." What sort of a company is this, assuming the dispatch to be true? Assessment—accident or life?

—Manager Driffield of the Transatlantic is in Southern California.

—One hundred more hydrants are to be placed in San Francisco where most needed.

—The California insurance report has emerged from the state printing-office. The blue binding is appropriate.

—The Coast Review acknowledges its indebtedness to T. I. Alex. Mayer of Portland for newspaper clippings.

—Of course you have a Coast Review Insurance Chart. If not, order at once; the supply is nearly exhausted.

—The Park & Lacey Machinery Co. have brought suits against ten fire offices for \$50,500 alleged to be due for damages by the burning of their works on Dec. 27, 1893.

—Col. Hawes of the New York Life is taking a few weeks' vacation in Honolulu, visiting his daughter. Supt. of Agencies Chas. M. Lane has charge of the New York Life's business during Manager Hawes' absence.

—The Los Angeles Investor reports the "removal" of Horatio Haskell from the management of the southern California department of the Mutual Life Ins. Co., and the appointment of W. O. N. Morrison in his place.

—Fire Losses.—Owing to the great strike, and no mails, our fire losses reports for June are probably incomplete. Through an oversight a part of the Fireman's Fund losses were left out. They will appear in our next issue.

—Do you take an insurance paper? No agent who desires to become something more than a premium-gathering machine should be without the regular weekly or monthly issue of one or more of the valuable journals devoted to insurance interests.—Geo. D. Dornin.

—A new insurance monthly, Insurance Opinion, has made its appearance. The main feature, it is said, will be the clipping department. To be useful in this respect, the shears editor must have good judgment, and the clippings should be classified and printed in small type.

—"A Bit of History."—The Hartford Fire Ins. Co. issues a pretty brochure under this head, commemorating the centennial anniversary of the company. The Hartford Fire was organized in 1794 as a sort of Lloyds. Sanford & Wadsworth, with others, undertook to do a marine business by the firm of the Hartford and New Haven Ins. Co.

The Coast Review.

A MONTHLY JOURNAL

DEVOTED TO

ALL KINDS OF INSURANCE THAT INSURES.

TWENTY-FOURTH YEAR OF PUBLICATION.

Printed about

the 9th

and mailed about

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of every month.

J. G. EDWARDS, Proprietor.

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AUGUST, 1894.

NO. 2.

The Otey Manual.

Following are a few of the testimonials volunteered by local agents and others:

L. R. Grimes, Ellensburg, Wash: The Otey manual supplies a long-felt want.

Chas. F. Burton, Billings, Mon.: I have gone through it and find it very useful. It is now on my desk for reference.

Craig Bros., Pasadena, Cal.: We have found it a great help.

J. B. Fuller, Marysville: Of great benefit.

C. W. Maxon, Oceanside, Cal.: It is certainly perfect in its line.

Geo. C. Ramsey, Bozeman, Mon: Valuable. Contains many suggestions of importance to local agent.

Wooster & Ensign, San Jose, Cal.: The Otey manual contains many suggestions not to be obtained from any other source.

S. A. Stewart, Elsinore, Cal.: I could not well do without it.

Allard & Gibson, Eureka, Cal.: It is concisely perfect.

Geo. W. Neff, Logan, Utah: It fills the bill.

Jas. F. Ferguson, Baker City, Or.: I find within its pages a vast amount of useful information. I have never seen anything else that would render the local agent as much assistance in the prosecution of his work intelligently.

Cummings & Vaught, New Orleans, La.: We keep it ready at hand, referring to it frequently, using it as an authority.

P. J. Macmahon, Laredo, Tex.: It is clear and explicit

Publisher's Notice.

Business Letters should be addressed to the Publisher.

Addresses.—Post-office boxes or street and number should be included in the address.

Communications, Etc., for publication, or suggestions or inquiries, should be addressed Editor Coast Review.

Advertising Rates are reasonable. Every agent on the Pacific Coast receives the Coast Review regularly or occasionally.

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Subscriptions may begin with any number in the year. Unless otherwise ordered, the subscription will begin with the current month.

Changes (or errors or discontinuances) should be reported to the publisher. Notice of former address should accompany notice of new address.

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Sample Copies will be sent to any address, free. Managers are requested to send us the names of new local agents, to whom sample copies will be mailed.

Newspaper Clippings, Circulars, Etc.—Readers are requested to send us court decisions, brokers' circulars, assessment literature, company prospectuses, and newspaper clippings relating to insurance.

Digest of Recent Insurance Decisions.**Fire.****ASSIGNMENT OF DEBT.**

Ins. Co. of N. A. v. Martin, Ind. S. C.—Where, in an action against a debtor by an assignee of a part of the debt, the complaint alleged that the fraction of the debt retained by the assignor has been paid, the assignor is an unnecessary party.

A. mortgaged land to B., and, as additional security, insured the mortgaged premises. The policy provided that, whenever the company should pay to the mortgagee any sum for loss under the policy, it should be subrogated to all his rights. A. sold the property to C., who assumed the mortgage. The property was destroyed, and the company, having paid B. the loss, brought this action against C. The description in the complaint and mortgage of the premises differed from that in the policy. Held, that such difference in description rendered A. a necessary party. 37 N. E. R. 394.

WATCHMAN—STATEMENTS IN APPLICATION.

Hanover Fire v. Gustin, S. C. Neb.—The statement in an application for the issuance of a policy on a planing mill that "a watchman is kept on the premises during the night, and at all other times when the works are not in operation or the workmen present," should receive a reasonable construction, and therefore the mere temporary absence of such watchman within the time contemplated did not necessarily relieve the insurer from liability for loss caused by a fire which originated during such absence.

PROOF OF LOSS.

Where the insured was orally examined as to the loss by an agent of the insurer, whose duty it was to look after and adjust its losses, and such examination was by such agent reduced to writing, and by the assured subscribed and sworn to, in the belief that such statement was a satisfactory compliance with the requirement of proof of loss, the question whether or not the acts or language of such agent induced such belief, and excused the making of other proof with

technical precision, was properly left to the jury for determination.

ATTORNEY'S FEES.

The provisions of chapter 48 of the Session Laws of 1889, empower the courts of this state, upon rendering judgment against a company on any policy on real property, to allow plaintiff a reasonable sum as an attorney's fee, to be taxed as part of the costs of the case in which judgment is rendered. 59 N. W. R. 375.

AGENTS—NOTICE OF LACK OF AUTHORITY.

Miller et al. v. Scottish Union & Nat. Ins. Co., S. C. Mich.—Plaintiff asked K., an agent, for a certain amount on his mill. K., being unable to place it all, asked W., another agent, for a policy, which W. wrote. K., on examining the policy, remarked to W. that a mortgage on the mill was being foreclosed, and asked an indorsement to the effect that this was understood. W. told K. that it was contrary to his orders to write such property, but K. asked him to explain to the company, and get them to carry it, stating that the policy would otherwise be quite useless. W. said he would submit it to the company, indorsed the policy, and delivered it to K. Plaintiff, having no notice of this conversation, paid the premium to K. Held, that the plaintiff was not chargeable with notice of W.'s lack of authority. 59 N. W. R. 439.

EVIDENCE OF TITLE TO PROPERTY.

Wood v. American of Pa., S. C. Penn.—Evidence that insured property was in the possession of the assured, and that the company, in issuing its policy, treated it as the property of the assured, is sufficient, in the absence of evidence to the contrary, to prove title in the assured.

ASSIGNMENT OF INTEREST IN FIRM.

A policy issued in the name of a firm after an assignment by one of the partners of his interest in the firm to his copartner does not misstate the interest of the assured in the property, as a mere assignment by a partner to his copartner does not divest the title of the firm. 29 N. Y. Sup. 250.

MORTGAGEE AS PLAINTIFF—TRANSFER OF POLICY.

Kern et al. v. Grier et al., S. C. Ga.—The policy not being set out, nor any undertaking or promise by the company alleged or described, there was no cause of action, legal or equitable, in behalf of the plaintiffs, set out in the petition against the company; and, as the promissory note alleged to be the contract of Mrs. Grier was not mature when the suit was brought, there was at that time no cause of action as to her. For these reasons there was no error in sustaining the demurrer and dismissing the petition. 19 S. E. R. 819.

PROOF OF LOSS—ESTOPPEL.

White v. Royal.—A statement in the proofs of loss made on information and belief, as to the cause of fire, as required by the policy, does not estop the assured, in an action on the policy, to contradict or explain a mistake of his informant.

REVOCATION OF AUTHORITY.

Marshall v. Reading, S. C. N. Y.—Where a company placed policies signed in blank in the hands of an agent, with authority to issue them, and afterwards revoked the agent's authority, but left the blank policies in his hands, such revocation does not affect one who received a policy from the agent without notice of the revocation.

VALIDITY OF POLICIES.—FOREIGN COMPANIES.

Laws 1892, c. 690, forbidding foreign companies to transact business within the state until they should comply with the insurance laws, does not affect the validity of a policy issued by a foreign company which had not complied with such laws. 29 N. Y. Sup. 334.

PROOFS OF LOSS—WAIVER OF DELAY.

Merchants of Newark v. Gibbs.—A demand by a company for further proof is a waiver of the right to object to the failure of the insured to furnish proofs of loss within the time limited by the policy.

NOTARY'S CERTIFICATE.

The demand for notary's certificate in this case was not a demand for amended proofs of loss. Such certificate is no part

of the proofs of loss, and need not be furnished with or annexed to the proofs of loss. 29 A. R. 485.

FOREIGN COMPANIES—RIGHT TO BRING SUIT.

A foreign company, being, under Code, § 1144, forbidden to do business in Iowa unless possessed of \$200,000 of paid-up capital, exclusive of assets deposited in another state for the special security of the insured therein, a company having less than that amount of capital cannot recover assessments under a policy issued on property in Iowa. S. C. Ia., 59 N. W. R. 290.

BREACH OF CONDITION—ESTOPPEL BY ACTION OF AGENT.

Hartford Fire v. McLemore et al., C. C. A. Tex.—A company is estopped to claim that a policy is avoided by breach of a condition therein that no other insurance shall be obtained on the property without the company's consent, if the agent who issued the policy is notified by the insured of his intention to take out further insurance, and fails to object thereto. 26 S. W. R. 928.

PROOF OF LOSS—APPRAISEMENT.

Hamilton et al. v. Phoenix of Hartford, C. C. A.—Several companies having made a joint demand for a joint appraisal, upon proof of loss by the insured, finally notified the insured in a joint letter that, if the form of "submission to appraisers" which they had submitted contained any provision or condition limiting or defining the duties of the appraisers not prescribed by the several policies, each company would submit its own form, as they desired and demanded a submission free from any condition imposed by either party. Held, in a suit against one of said companies, where the policy stipulated for a separate appraisal, that, under the terms of the joint letter, the company thereby waived the appraisal, unless it thereafter submitted a form of appraisal within a reasonable time.

REASONABLE TIME—QUESTION FOR JURY.

The company demanded a separate appraisal in 17 days after the joint letter was written, and within 60 days after

proof of loss by the insured. Held, that the question whether the demand for a separate appraisal was made in a reasonable time was a question for the jury.

The policy provided that the loss was to be paid 60 days after due notice and satisfactory proof of such loss. Held, that the stipulated 60 days was the period between the reception of the satisfactory proof and the time of payment, and not the period between the tendering of any proof and the acceptance of it as satisfactory.

The question of reasonable time is a question of law for the court in two classes of cases, viz.: (1) Commercial transactions which happen in the same way, day after day, and present the question of reasonable time on the same data in continually recurring instances, so that, by a series of decisions of the courts, the reasonable time has been rendered certain. (2) Where the time taken is, so clearly reasonable or unreasonable that there can be no room for doubt as to the proper answer to the question. 61 Fed. R. 379.

CONDITIONS—OWNERSHIP.

Forward v. Continental, C. A. N. Y.—The condition as to the assured's sole ownership, and the absence of incumbrances, does not take effect as to a transfer of which the insurer is fully informed before the contract is made.

Where a local agent is empowered to and does, solicit insurance, examine risks proposed, collect premiums, deliver policies, and grant special permits and waive conditions by written indorsement, an applicant, who deals with the company solely through him, is not charged with notice of special restrictions on the agent's authority; and the knowledge which he imparts to the agent, of facts concerning the risk, inconsistent with a condition of the policy, is imputable to the company.

A bill of sale, duly executed and filed, but without consideration, and unaccompanied by any change in possession or control of the property (being merely intended as a "cover" in case of certain expected litigation), works no change in the moral hazard of an insurance in favor of

the grantor, and so is no breach of a subsequent policy's condition as to the assured's sole ownership, and the absence of incumbrance. 37 N. E. R. 615.

REQUIREMENTS—CERTIFICATE OF NEAREST NOTARY.

Paltrovitch v. Phoenix of Hartford, C. A. N. Y.—A policy provided that the insured should, if required, furnish the certificate of a notary living nearest the place of fire, as to the circumstances of the fire. Plaintiff voluntarily sent with his proofs of loss the certificate of a notary who transacted business about a block and a half from the fire. Three notaries lived nearer, but plaintiff did not know it, as they did not have out signs at the houses where they lived, or transact business there. Defendant retained the certificate for 23 days, and then returned it, on the ground that it was not made by the nearest notary, and demanded the certificate required by the policy, but gave no information as to the nearest notary. Held, that a literal compliance with such provision was waived. 37 N. E. R. 639.

DESCRIPTION OF PROPERTY.

Thomas v. Commercial Union, S. J. C. Mass.—A policy on a dwelling house described, and on a stable "near the above dwelling," for which but one premium was paid, represents an entire contract, and, if void in part, is void wholly.

A house that had been used for years as an hotel, and was sold to plaintiff at auction as such, does not become a dwelling house by the occupancy of a caretaker pending plaintiff's inability to sell it, and is not insurable as a dwelling house.

Testimony that, when the agent issued the policy, the property was fully described to him, and that the description in the policy was his description, is incompetent to vary the written contract. 37 N. E. R. 672.

DIRECTION OF VERDICT.

Robbins v. Springfield Fire and Marine, S. C. N. Y.—Where both parties request the direction of a verdict, each is deemed

to have agreed that the facts may be determined by the court.

SUBMITTING SPECIFIC QUESTION TO JURY.

Where a party who has requested the direction of a verdict wishes to submit a specific question of fact to the jury, he must make his request therefor before the court finally disposes of the case by directing a verdict against him.

WAIVER.

Where a policy was issued with the knowledge of the agent that the property insured was subject to a chattel mortgage, a condition in the policy that it should be void if the property should be encumbered by a mortgage is waived. 29 N. Y. Sup. 513.

CHANGE OF OWNERSHIP.

Southern Cotton Oil Co. v. Prudential Fire Ass'n. of N. Y., S. C. N. Y.—Plaintiff agreed to sell oil to A, and part of it was delivered. Afterwards plaintiff sent warehouse receipts to A for the balance of the oil stored in plaintiff's tanks, and drew on A for the price, which was paid. Held, that such sale was within a provision of a policy on the oil, issued, by defendant to plaintiff before the sale to A, that any change "in the interest, title, or possession of the subject of the insurance" should render the policy void. 29 N. Y. S. 128.

EXECUTORY AGREEMENTS—TRANSFER OF POLICY.

Jackson v. Millspaugh, S. C. Ala.—A deed conveying the purchasers the furniture, rights, contracts, and effects owned by the sellers in connection with their hotel stipulated that the sellers should be liable to pay all the debts chargeable to the hotel business prior to March 1, 1891, but should retain the income therefrom till that date. The sellers had several fire insurance policies at the time of the sale, to expire February 12, 1892, which required any transfer of the policies to be in writing indorsed thereon, and forbidding their transfer without the insurer's consent. Held, that since, if the policies passed under the deed, they thereby became void, no written assignment by indorsement thereon

having been made, the purchasers could not, on a cancellation of such policies, recover from the sellers amounts paid by them as premiums for the unexpired term of the policies.

Since the deed was completely executed so far as it manifested a purpose to vest in the purchasers rights of property, it could not be contended that there was therein an executory agreement to sell and transfer the policies, with an obligation on the sellers' part to procure the insurers' consent to their transfer. 15 S. R. 576.

LEASES—EXECUTION BY PARTNERSHIP.

Burkhardt v. Yates et al., S. C. Mass.—Where a lease is made purporting to be between plaintiff and four defendants, doing business as a firm, an action may be maintained thereon against all four members, though signed by but two, where it is delivered to those two on behalf of all, and the firm enters into and occupies the premises. 37 N. E. R. 759.

WAIVER OF PROOF—WILLFUL BURNING.

Heidenreich et al. v. Ætna, S. C. Or.—By failing to object to the proofs of loss, and by pleading, in abatement of an action on the policy, that said action was brought within less than 60 days after due notice and proof had been received, the insurer waives any right to plead in bar the defects in the proof.

A conspiracy or willful burning of the property cannot be shown, unless specially pleaded.

The fact that one who threatened to burn the property, and behaved in some ways suspiciously, is the husband of one of the assured owners, is not, by itself, evidence to connect them with the burning. 37 P. R. 64.

CANCELLATION OF POLICY—NON-PAYMENT OF PREMIUMS.

Brady v. Prudential of Am., C. P. N. Y.—Where a policy provides that, unless the premiums are paid within four weeks after maturity, the company shall be at liberty to cancel the policy without further notice, a policy does not become void merely by nonpayment of the premium

within the four weeks, but it remains in force until affirmative action is taken by the company to cancel it. 29 N. Y. Sup. 44.

PARTNERSHIP—CONDITIONS OF POLICY.

Traders v. Pacaud et al., S. C. Ill. — The owner of an elevator employed another to take charge of the business in their joint names, in consideration of half the profit, the owner advancing all the money necessary to buy grain and conduct the business. Held, that he was the sole owner of the grain within the meaning of an insurance policy.

Where insurance is taken out in the name of one person, loss payable to another, and the latter obtains the insurance and pays the premium, he is the insured, and the one to whom the conditions in the policy apply.

Insurance obtained by a third person upon a distinct and insurable interest does not constitute "other insurance" within the meaning of a clause in a policy providing for apportionment in case of other insurance. 37 N. E. R. 460.

CONDITIONS—ARBITRATION.

Mutual Fire N. Y. v. Alvord, C. C. A. — The insured is not precluded from suing on a policy by a provision therein that the amount to be paid, in case of disagreement, shall be submitted to arbitration, but not expressly or by implication prohibiting suit until after such arbitration.

SUBMISSION TO ARBITRATION.

In an action on a policy providing for estimates of loss by both parties, and that, in the event of disagreement, the amount should be ascertained by two appraisers, each party selecting one, and the two selecting an umpire, evidence of an agreement for submission, expressly declaring that it shall not be construed as a waiver of the rights of either party, and an award thereon, not showing that any estimate of loss was made by the insurer, or that any umpire was chosen, is inadmissible.

PROVISIONS AGAINST OVERINSURANCE.

Under a policy providing against other insurance except to a certain amount per-

mitted, with a mortgagee clause making any loss payable to the mortgagee, and providing that he should not suffer for any act or neglect of the mortgagor, his rights are not affected by the mortgagor obtaining more insurance than the amount permitted, even though the policies are in his possession, or though the insurance is taken out by him at the mortgagor's request; and a policy taken out by him, which, with the insurance then existing, does not exceed the amount permitted, is not invalidated by subsequent insurance by the mortgagor in excess of that amount. 61 F. R. 752.

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Life.

TRANSFER AS SECURITY.

Hewins v. Baker, S. J. C., Mass. — One M., being indebted to defendant on his notes, delivered to her a writing, indorsed "assignment of policies," whereby he directed whoever might administer his estate on his death to appropriate the proceeds of certain policies of insurance on his life to the payment of any notes defendant might then hold against him: Defendant testified that M. said he assigned the policies to her as collateral security, and that the policies were hers, and that the writing was to show that they belonged to her, and that he put them in her box in his office, which was marked with her name. Afterwards the insolvent left the box, with its contents, with defendant for examination, and she retained them. Held that, independently of the writing, there was evidence to justify a finding that the policies were delivered as collateral security for the notes.

Provisions in a life insurance policy that no assignment shall be valid unless in writing, and that the policy shall not be assigned without the written consent of the insurance company, do not defeat the transfer of the policy by delivery thereof, though it render the policy void at the company's option. 37 N. E. R. 441.

CHANGE OF ANSWERS BY AGENT.

Michigan Mut. v. Leon, S. C. Ind. — A company cannot, after assured has been

fatally injured, avoid the policy on his life, issued on an application written out by a state agent, though the agent wrote therein "No," in place of applicant's answer "Yes," to the question whether he had been rejected for life insurance, and though a copy of the application was attached to the policy in assured's possession, neither assured nor the beneficiary having known of such change. 37 N. E. R. 584.

PROOFS OF LOSS—SUICIDE.

Leman v. Manhattan Life, S. C. La.—In an action on a policy, proofs of loss, stating suicide as the cause of death, are admissible, but not conclusive against the assured.

In such actions, when the defense is self-destruction, the burden of proof is on the insurer to establish the suicide; and when circumstantial evidence, only, is relied on, the defense fails, unless the circumstances exclude, with reasonable certainty, any hypothesis of death by accident, or by the act of another.

No such exclusion of any hypothesis save suicide can be predicated on the mere fact of the dead body of the person insured, found with a mortal wound from a gunshot, the discharged pistol wedged on the thumb, "as if thrust in forcibly," and there being other circumstances inconsistent with self-destruction. 15 S. R. 388.

SUICIDE—MORPHINE POISONING.

Mutual Life N. Y., v. Hayward et al.—Where suicide of deceased is the sole issue tried in an action on a life policy, and deceased left a note referring to his death, with directions for sending a telegram, and the evidence shows death from morphine poisoning, a judgment for plaintiffs will be set aside. 27 S. W. R. 36.

BREACH OF WARRANTY.

Spencer v. Citizens' Mutual, C. A. N. Y.—A policy having lapsed, the insured was reinstated February 13th, upon the warranty that he was in sound health, and died May 7th. The first proofs of death stated that his illness commenced February 6th, but subsequent proofs showed

that the illness commenced February 16th, and not February 6th, and explained how the mistake occurred. The only evidence introduced by defendant as to the breach of warranty was the first proofs of death. Held, that the burden of proof to show that the insured was not in good health when reinstated rested on defendant, and that it did not shift by introducing the first proofs of death. 37 N. E. R. 617.

WAGER POLICY.

Heinlein v. Imperial Life, S. C. Mich.—Insured took out a life policy, payable to her son if he lived, otherwise to her estate, and paid the first premium. The son paid the other premiums, but testified that he managed her estate, and paid them in her behalf, and his testimony was corroborated by circumstances. Held, that the policy was not void as a wager policy.

SURRENDER THROUGH FALSE REPRESENTATIONS.

The insurer's agents, by falsely representing that the policy was void, and, without allowing the son time to get advice, having persuaded him to give up the policy on repayment of premiums paid, an action to revive the policy would lie.

It is no defense to such an action that the premium falling due shortly after surrender of the policy was not paid or tendered, as defendant, by its own acts, had rendered it unnecessary.

TENDER OF PREMIUM.

Tender of payment was also unnecessary, since defendant's president had given a written notice to insured that thereafter he would receive due notice of the day when premiums would fall due, no such notice was given. 59 N. W. R. 615.

APPLICATION—FALSE REPRESENTATION.

Mutual Life of N. Y. v. Nichols, C. C. A. Tex.—A company is charged with notice of a former written application and examination of insured, forwarded to its general agent, and not accepted.

An informal unwritten examination, not based on a written application, and stopped by the examiner as useless, is

within the meaning of a question whether "any proposition or negotiation or examination for life insurance has been made in this or any other company on which a policy has not been issued." 26 S. W. R. 998.

AGREEMENT AGAINST SELF-DESTRUCTION — DAMAGES FOR DELAY.

Mutual Life of N. Y. v. Walden, C. C. A. Tex.—In a suit on a policy, where the application, which was made a part of the policy, contained the clause, "I also warrant and agree that I will not die by my own act within the period of two years from the issuance of said policy," and deceased designedly took his life within that period, plaintiff could recover if, when deceased took his life, his reasoning faculties were so impaired that he was unable to understand the consequences and effect of his act, or was impelled thereto by an irresistible insane impulse.

CONSTITUTIONAL LAW.

Rev. St. art. 2953, providing that life insurance companies failing to pay a loss within the time specified in the policy shall be liable to pay the holder 12 per cent. of the amount of the loss in addition thereto, and a reasonable attorney's fee for the collection of the loss, is constitutional. 26 S. W. R. 1012.

PROOF OF DEATH—ERRORS MAY BE CORRECTED.

National Life Ass'n of Hartford v. Sturtevant et al. S. C. N. Y.—Proofs of death are not conclusive, as against the persons making them, of the facts stated, but mistakes therein may be corrected.

DOCUMENTS—FAMILY RECORDS.

A paper with blanks for names and dates of births, marriages, and deaths, containing a number of names, among which was that of a decedent, with date of birth, found among the papers of decedent, is not admissible to prove the date of her birth, where the entire paper was in same handwriting and written with the same ink, and there was no evidence as to who wrote the paper. 29 N. Y. Sup. 529.

MOTION TO VACATE.

Knorr v. New York State Mut. Ben. Ass'n. S. C. N. Y.—An affidavit to vacate

an attachment against a corporation which states that affiant was appointed and duly qualified as receiver of defendant, and has since acted as such, and to which is annexed a copy of the order appointing him receiver, shows that affiant had an interest in the property attached.

FRAUDULENT DISPOSITION OF PROPERTY.

Where a mutual benefit society applies a fund to death benefits, to the exclusion of plaintiff's claim, which was payable out of such fund, it is not a fraudulent disposition of its property, so as to authorize an attachment.

PLEADING.

In an action by the administrator of the insured on a policy payable to the wife of the insured, or, in case she did not survive him, to his administrator, the complaint must state that the insured survived his wife.

WAIVER OF OBJECTIONS TO PLEADING.

A waiver by defendant corporation of objections to the complaint does not bind the receiver of defendant, thereafter appointed. 29 N. Y. Sup. 508.

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Accident.

FORFEITURE.

Forfeiture of a mutual benefit certificate after the accident which caused the insured's death held not to relieve the association from liability. Burkheiser v. Mut. Acc. Ass. of the N. W. C. C. A. 816.

An Explanation Requested.

Why do companies persist in reducing their premium income by granting return premiums on policies (contracts) that are in force? It is admitted by all and denied by none that the present premium income is inadequate to meet the daily increasing demands upon insurance capital, yet in the face of this unrepudiated fact, companies in their greed for business are daily reducing such income by methods wholly at variance with good business principles, say nothing regarding good underwriting doctrines. For a start in the right direction leave contracts in force alone.

W. FULLERTON.

Fire Insurance and the Trusts.--The Electrical Hazard.

The reader of recent insurance literature must have noted an undertone of doubt in all the "explanations" of the increasing fire losses and the decreasing or wholly lacking profit to the underwriter. Beneath the most confident surface, where the writer as a leading underwriter speaks *ex cathedra*, there lurks the suggestion of perplexity. The situation is without precedent; and the explanations which formerly would have been accepted as perfectly satisfactory are no longer able to do duty.

It is probably to this peculiar condition of underwriting affairs that we are indebted to the prominence given the electrical hazard. In this new hazard some well-known underwriters fancy they have discovered the principal cause of swelling fire losses and an extraordinary ratio of insurance losses to premiums. The uncertainty of the tariff, the repeal of the silver-purchasing act, the failure of hundreds of banks, and the hard times generally, have undoubtedly contributed largely to the unfavorable results of fire underwriting in the United States, by reducing the premium receipts on the one hand and by promoting incendiarism on the other. But even these extraordinary features of the times are not saddled with the chief share of the responsibility for the 150 millions of property burned in 1893, nor for the highest average loss ratio since the Chicago fire.

The electrical hazard is now charged, by able underwriters, with being the principal agent—the head devil, so to speak—producing the present unprofitable condition of fire underwriting. This may be true; and in our brief reference to the subject we would not be understood as denying it. The object of this article is to call the attention of underwriters to a new factor which, without increasing the fire loss, is increasing the insurance loss ratio by decreasing the premiums from first-class risks. This new factor is the modern trust.

We shall not forego the opportunity,

however, to remind the electrical hazard theorists that their position is not impregnable. Indeed, they do not seem to have fortified themselves with statistics of any real value. Newspaper reports, as every underwriter is aware, are wholly unreliable. The alleged electrical origin of a fire is the refuge of the incendiary owner, the convenience of the reporter, and the "heir-apparent" of the time-worn "cause unknown." What other statistics are there, if we except the five-million-dollar fire in Boston several years ago? Aside from the latter fire, which may not have been started by an electric wire, the electrical losses as recorded hardly warrant the creation of the electrical bogie man. The electrical plants in the East have burned frequently, it is true, and the insurance companies have been the losers, owing perhaps as much to the unavoidable ignorance of both insured and insurer as to the inherent hazard of this new risk. In the West, on the contrary, electrical plants have not proved exceptionally hazardous and the insurance companies have not lost money on them. The genuine concern of fire underwriters as to the electrical hazard is well justified, however, not merely by the experience of a brief period, but by the infinite possibilities for mischief peculiar to the general use of electricity for light and power. These incendiary possibilities of electricity can not be wholly avoided by even the most perfect installation, but they may thereby be so far reduced as to give every reasonable assurance of profit to the underwriter. It rests with the latter to secure this perfect installation, not alone by rating, but by expert inspection.

Trusts are virtually the creation of yesterday. Their effect on fire underwriting is purely conjectural, but we believe that this effect is exceedingly bad. There are many trusts, both large and small, and they exist in every country. The offspring of competition which destroyed profit, they in turn destroy competition. There are all kinds of trusts. Many great industries are represented. With scattered risks and assets equal to those of

the average fire office and sometimes greater than the largest, the trust is in a position to safely if not profitably carry its own insurance.

Many of the trusts do carry their own insurance, and thereby withdraw from the fire underwriters not only a large volume of premiums but also the most profitable risks. If the risks are not profitable, if the trust can better afford to pay premiums than to pay losses, the underwriters are allowed to write the property of the trust. The underwriters as a whole never know whether the trusts' business as a whole is profitable underwriting or not; but the trust, at the end of every year or of a series of years, knows whether the underwriters have made money or not. Is it to be presumed that the trust will allow the insurance companies to make money which the trust itself might make, plus the extra expenses?

Here, then, manifestly, are two elements working against the interests of fire underwriters, to-wit: the withdrawal of a large amount of business demonstrably profitable and the placing of a large amount of business known to be unprofitable. We do not offer these facts as an explanation of the increasing fire insurance loss ratio in the United States and elsewhere, but we submit that they should not be overlooked in the consideration of the present condition of fire underwriting. Trusts may contribute as much to the fire insurance loss ratio as the electrical hazard.

The Times.

Some slight improvement in "the times" can be reported. Money is more plentiful and collections are easier. The life men seem to be faring better than the fire men, who have to contend with low stocks of merchandise and smallest possible lines resulting from the prevailing business depression. Crops generally are better than expected, but prices, especially for wheat and wool, are distressingly low. The railroad strike, while it certainly did not improve the situation, did not seriously affect it, except as a brief interruption of

traffic. The actual damages for destroyed property were nominal in California, and not a great deal anywhere. In the matter of damages the recent railroad strike can not be compared to that of 1877, from which business quickly recovered, with every appearance of having received an impetus. To the extent that the payment of wages ceased, trade is the loser; however, and perhaps the welcome day of larger stocks and increased lines has been postponed. All "calamity" talk should be discouraged as untruthful and injurious. It is far better and there is sufficient ground to take a cheerful view of the present situation. The turn in the lane is just ahead.

Landers and His Advertisement.

We did not care to refer to this subject again, and we hoped and still hope that Wm. Landers' conduct hereafter, under his new contract, will not require The Coast Review to take any further notice of him as a breaker of union rules nor as a litigant. But the following extract from his circular letter seems to have misled some of our exchanges, and it therefore warrants a brief refutation. Wm. Landers is not so well known in the East as here on the Coast. In his letter to agents he says:

"We occupy the possibly unfortunate position of having discontinued our advertisement with this sheet (The Coast Review), and the publisher loses no time in circulating information detrimental to this office, without taking the trouble to ascertain its truthfulness from the undersigned."

We pause to remark that this assumption of trustworthiness on the part of Mr. L. is "funny, very, very funny," as the comic song says. It doubtless provoked a roar of laughter among fire insurance men, beginning at San Francisco and extending up and down the Coast.

Now for the facts as to the advertisement which, it is vulgarly hinted, would procure the friendly consideration of The Coast Review.

In the May Coast Review, 1891, page 189, we charged Wm. J. Landers and W. A. Mathews (special) with violating the

commission regulations of the Pacific Insurance Union. Mr. Landers was then an advertiser in *The Coast Review*, and had recently increased the size of his advertisement. Next month we made specific charges against the agency. The monthly "roast" continued. Finally Mr. Landers told Publisher Edwards that "this thing" had gone far enough, and that if the criticisms were continued the advertisement of the *Guardian and Sun Fire* should be discontinued. The "criticisms" were continued in the face of this dreadful threat, and on August 18 Mr. Landers ordered his advertisement out of *The Coast Review*. His letter was printed in the September (1891) *Coast Review*.

We hope that Mr. L. will not be so indiscreetly dishonest as to repeat "our advertisement" innuendo.

Secrecy, My Boy.

The alleged secrecy which "hedges about" the sessions of the Pacific Insurance Union, which is supposed to be preserved punctiliously by the members, has a strong element of farce when considered in connection with the newspaper reports. It is true that these reports of union proceedings are not wholly reliable, but every underwriter knows that they contain so much of truth that it is a foregone conclusion that some member, more common sense than his fellows, has divulged so much of the news as is bound to come to the surface in a day or two anyway. It is really a pity that such members in disclosing salient points interesting to the public and important to agents and brokers, do not feel warranted in giving a more circumstantial account: for the reporter, bound to give "the news," exaggerates or invents so much as may be required to round out the tale. Sometimes his exaggerations are annoying and his inventions are injurious, for no matter how often the daily newspaper is caught in a misrepresentation or a falsehood, the new one is implicitly believed until contradicted.

Would it not be better for the union to authorize the manager to give out for publication a reasonable synopsis of its

proceedings, not so much as news for the general reader, but for the agents and brokers? The newspapers would probably be content with this, and forego their insurance sensations.

The continued assumption of secrecy by the union, in the presence of repeated publications of facts and exact figures, has become a bit ridiculous; and our suggestion of more liberal practice is therefore seasonable and judicious. There are of course some actions which should be withheld from general circulation for a time or altogether, and passages-at-arms which should be wholly concealed; but these things could be left to the discretion of the manager. The general public may have no rights in this matter, but that bald statement will hardly be affirmed of local agents and others who make a living out of insurance and are profoundly interested in the proceedings of the union. It often occurs that prompt and accurate reports of union proceedings will "strengthen the hands" of the agents and place the union before the public in a light which does not foster prejudice. It is the needless secrecy of union proceedings which begets monopoly or "gigantic trust" bugaboos that are finally trotted out at Sacramento when the legislature is in session.

Canvassing in "Quiet Times."

In these dull days the solicitor should spur himself up to the most thorough canvass of his territory. New business can be created. There is more money far than is apparent on the surface of business. New risks can be written, old risks can be increased. Over half of the combustible property is not covered by existing policies. Only one man out of twelve has a policy on his life. About one man in twenty-five carries an accident policy, though one man in seven incurs an accident.

Our fire losses form an eloquent appeal to the owner of any kind of risk to insure it up to something near its full value. These loss reports prove that he cannot afford to carry any part of his insurance. Name any risk. We have reported the

burning of the like. It will be burned again. It may be that of the man who is carrying too small a line, or has concluded to go without insurance during the hard times. Every month we report fires in towns and townships which have had no fires for a long time or never before. They should warn the too confident.

Every day the newspapers report serious accidents to men without accident insurance; and the death columns contain the names of young men who were in fine health when their acquaintances last hailed them on the sea of life.

These facts are texts for the insurance solicitor, which may help him to procure business in times that are unnecessarily discouraging. A great deal of choice business awaits the urgent, active solicitor, no matter what the newspapers or common talk may say about dull times.

Kansas Views.

During the past eight years, the people of Kansas have paid, annually, to insurance companies of other states and countries, something above \$2,000,000 in premiums for protection against losses by fire; and of this sum there has been annually returned to the citizens of this state, approximately, \$1,000,000 in payment of losses sustained. Estimating from the most reliable statistics obtainable, it is safe to say that 50 per cent. of the above losses are the direct result of moral and unknown hazards.

It is patent to all who have an understanding of insurance business that excessive losses can only result in a high rate of premiums, and premiums are but the tax paid for protection. Most of the vexatious and troublesome litigation between loss claimants and fire insurance companies grows out of the very large percentage of fraudulent losses. It is not too much to say that insurance companies employ skilled adjusters and special agents with the avowed object of preventing the payment of claims against them growing out of fraudulent losses. We believe it would be wise to relegate in the direction of having in each county a duty imposed upon the coroner of such county of holding an inquest into the origin of fires taking place in his county. That such inquest should be conducted by the county attorneys of the various counties, for the purpose of learning the actual cause of said fires; that the findings of such inquest be filed in the

office of the superintendent of insurance as a public document for the purpose of affording information to insurance companies and policy holders; the expense of such inquest to be paid out of the moneys collected by the insurance department.—Kansas Insurance Report.

The Forcing Process.

Commenting on the progress of twenty-five American life offices, from \$1,413,252,137 insurance in force in 1870 to \$4,351,727,729 in 1894 the Illinois insurance report says:

"This shows a remarkable growth in the past twenty-four years, and while in the largest sense the growth is strictly legitimate, yet in the past few years a keen desire on the part of many managers to surpass their neighbors in amount of new business written, (a worthy ambition, provided strict business methods are adhered to), has resulted in a species of hot-house forcing and extravagant outlay that deserves the strongest condemnation, and must eventually produce an unsatisfactory condition of affairs if persisted in. A new business that costs in excess of 100 per cent. of the first year's premiums to obtain it would seem to be very undesirable, and in connection therewith, the fact must be borne in mind that existing policy holders must pay such excess of cost out of their renewal premiums, thereby reducing the amount of their dividends or the eventual worth of their policies."

The American of Newark.

Represented by Balfour, Guthrie & Co., Geo. W. Spencer, manager. A remarkably strong company, and nearly fifty years old. The annual statement shows gains in assets, surplus and premiums. Very favorable experience in this field also. Substantial indemnity is supplied by the American of Newark, backed up by \$2,343,000 assets and \$1,771,000 surplus funds.

Depends on Whether He is a Democrat.

Business, an English insurance journal, says: Be courteous. It is customary to call a business man an esquire. Follow the custom, unless you know that your man is a democrat; in that case "Mr." is preferable. But, as a rule, every man thinks he is somebody of importance. Flatter his vanity.

One has an insurable interest in the life of a man who, out of friendship, and without any bonds of kinship, has assumed the position of father to him.—Penn 943.

A Suggestion to City Agents.

There is one matter I desire to bring to the attention of my brother city agents, which causes daily trouble and certainly demands reform. The cause of the trouble and the nature of the reform are suggested in the brief injunction, "Send out bills." There are but two or three city agencies, with which I am doing business daily, that send out bills promptly and regularly to the other offices with which they may have accounts. All of them, of course, send collectors with fierce demands for coin just as soon as the account becomes a trifle mildewed, but if the unhappy local chances to have overlooked the account on his "outside book," this is, in many cases, the first intimation he has had in months of the uncollected premium. And just think of the many collection days and favorable opportunities that have been missed in the meantime.

Moral (for city agents): Send bills promptly to friendly offices and give their collectors half a chance to get in your money for you.

A. C. A.

The Knights of Honor.

The following article is taken from Insurance of New York, and appears under the heading "Without Reserve:"

The twenty-first annual session of the supreme lodge of the Knights of Honor was held in Cincinnati, week before last, and the chief organ of the order, the Knights of Honor Reporter, for June, presents the reports of the three principal officers. From that of the supreme dictator we clip the following:

"During the past year the death rate has been high, necessitating the call of thirty-two assessments during 1893, and three assessments monthly since January 1, 1894. While the financial depression has made these additional calls unusually burdensome to our membership, causing unfortunately a large number of suspensions, we have the satisfaction of knowing that we have kept faith with our deceased brothers, and have, in every instance, paid their beneficiaries with a promptness equaling that of any of our sister societies. In order to do so, and to give speedy relief to the necessities of the widows and orphans of those to whom our faith was plighted, I, on all occasions, counselled the supreme reporter to call the assessments whenever it became necessary to keep from falling behind, and to pay the death losses promptly, and he has done so. It gives me peculiar satisfaction to

be able to say that during the year there has not reached me from a single subordinate lodge a complaint that the supreme reporter and supreme treasurer had not promptly and speedily discharged their duties connected with the filing, adjustment, and payment of every death claim."

Relevantly to the same subject matter the supreme reporter says:

"The total number of members contributing to assessments Nos. 386 and 387, which were due and payable by members in December, 1893, was 123,354. There were then, as near as can be determined, 1,150 social members, making a total membership for the order, January 1, '94, of 124,504. During the first days of January there were 1,500 reinstatements, which, added to the above total, would make a membership of 126,004.

"The total number of members contributing to assessments Nos. 356, 357, and 358, due and payable by members before January 1, 1893, was 127,073. The total number of members contributing to assessments Nos. 386 and 387, due and payable by members before January 1, 1894, was 123,354. This shows a net loss in beneficial members for the year 1893 of 3,719, as against a net loss, for the year 1892, of 5,601. During the four months ending April 30, 1894, there were filed, in the office of the supreme reporter, 3,702 new applications, as against 3,739 for the four months ending April 30, 1893.

"The above membership statement shows a decrease in members for the year 1893, but less in the aggregate than was shown in the year preceding. The total number of members initiated in 1893 was 9,501, as against 8,292 for the year 1892, and 11,472 for the year 1891. There were several causes which contributed to prevent a net increase in membership. Most prominent, however, was the business depression, which greatly augmented the suspension list. A large number of our members were thrown out of employment, and, when the lodges were no longer able to carry them, they were forced to drop out. The letters received at the supreme reporter's office recounting the difficulties resulting from loss of employment, and speaking of the regret at being no longer able to continue the payment of assessments, were numerous, and such as to excite the deepest sympathy and concern. Notwithstanding the business discouragements, and all the causes which combine to deplete our ranks, our members did not forget their duty to the order. Never before has

there been manifested such a disposition for earnest work. The official circular of the supreme dictator was most opportune. The offer of a premium to lodges that would increase their numbers was an incentive to active work, as thereby the rapidly depleting treasury of the subordinate lodge could be replenished, and the needy could be further assisted. Men who felt unable to continue the payment of assessments, were encouraged to continue, and all along the line was passed the watchword 'Initiate,' and new members came flocking in by the hundreds weekly."

The figures of the death rate are not given in any of the three reports, but it may justly be inferred that the rate is somewhat greater than that shown by last year's reports, which was 16.5 per thousand. It had steadily advanced to this point from the close of 1886, when it stood at 12.2. At the end of June, 1891, the contributing membership numbered 136,926. At the date to which these reports are brought, namely, January 1, 1894, the number of contributing members was 123,394. And so it is seen that in thirty months the order sustained a net loss of 13,532 members, or very nearly one-tenth of the whole number in good standing at the middle of 1891. "Business depression" will not serve to account for this decimation. Nor will such devices as are suggested by the supreme reporter avail permanently to check the exhausting process and to reinforce the depleted vitality. The plain fact is that the membership is decreasing, and the rate of mortality is increasing. There is more to be paid from year to year, and there are fewer from whom to collect it. When the order was young, and solely because it was young, it was able to give cheap temporary insurance. Then it should have begun to lay aside a reserve. It should have anticipated the years to come, and have provided for them. It would seemingly have cost more to do this than to let the future take care of itself. But the greater cost was an unavoidable condition of continuing insurance. The cost comes now, and still without insurance. The order is dying—that is what is the matter with it—dying of old age and ignorance.

Not Called Off Yet.

A few weeks ago the Standard published an announcement anticipating the appointment of Mr. Bowers as United States Manager of the North British and Mercantile and the retirement of the Guardian Ins. Co. from this country. For business reasons the companies

denied the fact vigorously and the Standard published a correction. A few days later all that the Standard predicted came about. The Coast Review of San Francisco has declared that the directors of the Sun Fire office of London have voted to retire from the United States. The company denies it vigorously, but the editor of The Coast Review repeats the declaration and begs a suspension of opinion until his prophesy can be accomplished. There seems to be plenty of "sand" on the Coast, and it remains to be seen how well supplied the Review is with inside information. Companies do have a way of denying facts occasionally.—Insurance Herald.

Masonic Mutual Benefit Society of Indiana.

Over a year ago the Coast Review called the attention of Masons and life insurance men to the embarrassed condition of this Indiana society. Death claims had accumulated far beyond the ability of the society to discharge them. The secretary pleaded for more time. If pressed, he said, the society could never pay. More time was given, plenty of time, but, alas for claimants and members, Death would give no extension of time.

The Masonic Mutual Benefit is in a bad way indeed, according to the following testimony of the Masonic Advocate of Indianapolis:

For weeks past we have been receiving letters from old members of the society, most of them old acquaintances and former residents of Indiana but now residing in other states, asking information concerning the society, and our advice as a *brother Mason* as to whether they should try to keep up their membership in it. The following extract from one of these letters will show the general character of them:

I write you as a brother Mason for information and advice. I became a member of the Masonic Mutual Benefit Society on the 26th of December, 1873, and have paid every assessment sent to me up to this month, for the first eighteen years amounting to about \$3.75, a month and for the last three years \$7.83 per month. They now claim \$185.85 of an assessment for deaths not assessed for before, and have notified me that unless I pay it within ninety days, I will be expelled from the society. I am wholly unable to pay this amount. Have I no redress, or must I loose for my poor wife over one thousand dollars that I have paid into the society?

The impression is general among the writers of these letters, that a systematic effort is being made to force old members out of the society, and the statements made by them

seem to warrant such a conclusion. No general assessment has been made on all the members for all the death losses on hand, and until that is done no member can be required to pay more than the regular monthly assessment, and any officer or employe of the society who has been sending out these threatening letters should be removed, at once. We are loth to believe that the board of directors have authorized such dealings with these old members, but the suspicion is strong that such is the case, as agents would hardly presume to take such a responsibility without some assurance that their acts would be approved.

The Pacific Insurance Union.

METROPOLITAN DISTRICT AMENDMENTS ACCEPTED AND THE NEW CONSTITUTION ADOPTED.

On Tuesday, August 7, the proposed constitutional amendment touching the Metropolitan district was adopted by the Pacific Insurance Union, and the new constitution was then adopted as a whole. That portion of it relating to the general business, providing for non-intercourse, a reduction of rates in the face of competition, and the creation of a grievous committee, was printed at some length in our July number. The new Metropolitan amendment, so long under consideration and repeatedly modified, we summarize as follows:

METROPOLITAN AGENTS.

San Francisco office business may be transacted over the counter without the intervention of a San Francisco agent. No member shall employ on a salary any other member's San Francisco agent. Such business may also be transacted inside or outside of member's office, through a person or firm to be designated as San Francisco agent.

Each member may also appoint four agents in the district outside of San Francisco, not more than two of whom may be agents in Oakland. Each agent may accept business throughout the entire district.

COMPENSATION.

Agents in the Metropolitan district outside of San Francisco shall not be paid to exceed $22\frac{1}{2}$ per cent. commission on net premiums on business located in the district outside of the city, and not more than 15 per cent. on business in the city or outside the district except on farm business and growing grain business, on which 20 per cent may be paid. Said outside agents must pay all expenses, including

brokerage, with no allowance of any description in excess of commission.

To San Francisco agents not exceeding $22\frac{1}{2}$ per cent. on city business, and not exceeding 15 per cent. on any other business except 20 per cent. on farm and growing grain.

Member maintaining a city agent in his own office shall make no allowance for expenses, but furnish office room, stationery and clerical assistance, soliciting excepted. A city agent apart from general agency must be devoted exclusively to the insurance business. The member may pay the legitimate expenses of such city agency, not to exceed 5 per cent. of its net premiums, and subject to the approval of the general manager. Expenses to be prorated when two or more members are represented by the same city agent. A percentage allowance shall not be granted in lieu of the specified and incurred expenses. Such separate city agency must render a monthly account current with original vouchers.

SAN FRANCISCO SOLICITORS.

A solicitor is defined as being a person who devotes his whole time to the exclusive service of one member of the union or one San Francisco agent in soliciting exclusively in the city. He must have a certificate from the general manager of the union. The solicitor shall be permitted to place business only in the company or companies represented by his employer. The employer, however, may place such business elsewhere. If a solicitor deals directly with any agent or member not employing him his certificate shall be revoked, and he shall not be eligible for re-employment for one year.

San Francisco solicitors shall be remunerated by commission not exceeding 20 per cent. of net city premiums, payable only after premium is collected.

No member or agent shall employ as solicitor any person who is or has been within two years in the employ of any other member or agent in any capacity.

BROKERS.

Brokers are to be of two classes—permanent and temporary, who must be respectable and reliable persons and firms, duly enrolled and certified by the general manager. They must devote or intend to devote "an important part of their time" to the business of soliciting fire insurance. Permanent brokers shall receive not to exceed 15 per cent. commission. Brokers of the second or temporary class may be enrolled for six months, and again for six months, if the business obtained

justifies temporary enrollment. If the business is large enough in the opinion of the general manager the temporary broker, at the end of the first or second half year, may be enrolled as a permanent broker. Otherwise he shall be dropped from the list nor be eligible for re-enrollment for one year. Temporary brokers shall receive not to exceed 10 per cent. on his net premiums.

Interchange brokerage is limited to 15 per cent.

Ed. E. Potter's General Agency.

The premiums of this agency in 1893 were \$117,714, with a loss ratio of only 28.3 per cent. The gain in premiums was \$46,000, or nearly 70 per cent. The two companies represented are the Franklin Fire and the Williamsburg City, both old and fire-tried.

The Franklin of Philadelphia is sixty-five years old and has a million dollar net surplus. Its total assets are \$3,131,000. It is a prosperous company and does a very satisfactory business in this field.

The Williamsburg City has a million and a half of assets and \$847,000 surplus to policyholders. It recently entered the agency.

Circulars to Local Agents.

General Manager Stillman of the Pacific Insurance Union has issued circulars to local agents, calling attention to the recent amendments to the constitution, prohibiting the payment of more than 15 per cent. commission (farm business excepted), and providing a new method of investigating alleged violations of rules. The manager says:

Joint decisions by the secretary and general manager may be appealed from to the grievance committee. The old mode of arbitrating by three members of the union selected for each case has been abandoned. No appeal can be allowed unless the fine shall have been paid, in San Francisco cases within five days, in California cases outside of San Francisco within ten days, in cases outside of California within twenty days. Attention is called to the requirement of a \$5 deposit with each complaint, to be returned if there is ground for the complaint.

Penalties are: For writing below rates, a fine of \$50; for rebating, a fine equal to ten times the amount of the rebate, said fine to be not less than \$50 nor more than \$100. The policy under which the offense was committed may be ordered canceled, and the agent be prohibited from writing insurance for a year. For violating other rules, a fine of \$25.

Rebating may be met by rebating, under conditions as provided.

The executive committee "is positive that by this method of investigation and punishment of offenses, and for the protection of business the loss of which is threatened by offers of rebates, the rules of the union will be rigidly enforced and full protection hereafter given loyal agents."

Appendicitis.

At a recent meeting of surgeons in Galveston the following "pome" was read by Clark Bell:

Have you got the new disorder,
If you haven't, 'tis in order
To succumb to it at once without delay.
It is called appendicitis,
Very different from gastritis,
Or the common trash diseases of the day.

It creates a happy frolic,
Something like a winter colic,
That has often jarred our inner organs some.
Only wrestles with the wealthy
And the otherwise most healthy,
Having got it, then you're nigh to kingdom come.

Midway down in your intestine,
Its interstices infest in',
Is a little alley, blind and dark as night,
Leading off to simply nowhere,
Catching all stray things that go there;
As a pocket, it is simply out of sight.

It is prone to stop and grapple
With the seed of grape or apple,
Or a soldier button swallowed with your pie.
Having levied on these chattels,
Then begin internal battles
That are apt to end in mansions in the sky.

Once located, never doubt it,
You would never be without it,
It's a fad among society that's gay;
Old heart failure and paresis
Have decamped and gone to pieces,
And dyspepsia has fallen by the way.

Then stand back there, diabetes,
For here comes appendicitis,
With a brood of minor troubles on the wing.
So, vermiform, here's a-hoping
You'll withstand all drastic doping,
And earn the appellation, "Uncrowned King."

The New York Fire Chief.

Chief Bonner says that buildings over 125 feet high are beyond the control of the fire department. Above that height there should be an auxiliary fire extinguishing plant with the necessary power in the cellar. None of the sky-scrapers are thus provided. He is of the opinion that if there are combustibles

enough in the upper stories a fire there will cause the steel frame to crumble and fall through the building. Cast iron has no advantage over steel.

Elevator Insurance.

In December, 1888, a passenger elevator in San Francisco fell from the fifth floor and was dashed to splinters. The passengers were seriously hurt, but fortunately none were killed. Damages to the amount of \$30,000 were recovered from the owner of the building. He sued the company from which the elevator was bought, and claimed \$100,000 damages. The jury returned a verdict for defendant.

Moral: Insure your elevator in a casualty company which assumes such risk, like the Employers Liability of London or the Fidelity and Casualty of New York.

The Colorado Twins.

THE GREAT WESTERN MUTUAL AID AND ACCIDENT ASSOCIATIONS.

These two wild-cat affairs still trip merrily along the highways of the insurance world, catching now and then some unwary and unsuspecting seeker after protection of life insurance. They still take their own time in paying claims, after cutting the same down to what their own sweet will and pitiful financial ability dictates. Complaints, manifold and outrageous, though true, still pile up in the records of this department against these so-called companies. The legislatures of this state have been appealed to for years past to enact a law which would give the insurance department the power to attack and destroy, root and branch, these two plague spots on our state's fair fame. But for some occult and mysterious reasons, these eminently just and proper appeals have been disregarded, and the plucking of innocent and trusting people by these birds of prey has been connived at or at least ignored.

Under an order of the district court of Arapahoe county, an eminent jurist of Denver was enabled lately to examine the books of these two shady concerns, and his comment on the financial condition and ability of the companies aforesaid is scathing and merciless. He says: "The result of the examination of these two companies confirms in every particular my suspicion of their rottenness and inability to fulfill any of the least of their promises, and convinces me that they should be wiped out of existence as ruthlessly as one would root

out a noxious weed." We hope the next assembly will no longer pass by these two companies, but trust it will bestow on the insurance department a liberal power which will enable it to stamp out of existence the least vestiges of these two vampire companies.—Colorado Insurance Report.

Fire Notes.

In the last three years the Imperial has lost \$1,300,000.

The Commercial Union recently closed litigation running for twenty years in the American courts.

Jeremiah Griswold, the author of a handbook of adjustments and a text book, both standard works, died recently, aged 80.

The Northern Pacific and Wisconsin Central line of \$2,000,000 has been placed with the New York syndicate at 57 cents, or 30 per cent. off.

The Capital of New Hampshire has reinsured its Western risks in the Teutonia of New Orleans. So there is such a company as the Capital.

The Western manager of Glens Falls has offered \$100 for the conviction by the Chicago association of every willful violation of rules as to rates and commissions. This offer sounds like "business." As the boys say, money talks.

The directors of the Northern Assurance Co. recently voted very decidedly that they would not withdraw from the United States. This is a better way of settling possible rumors in these days of rumors than by cabling a "positive denial."

In August twelve lumberyards were burned in Chicago. The loss was a million dollars, pretty well covered by insurance. If a similar fire should occur in San Francisco what a howl there would be about our fire ordinances and fire department.

The United States agents of the Imperial, denying the rumor of the company's withdrawal, preface the announcement, not with a cablegram from the home office, but with, "Realizing how easy it is for our competitors to make capital out of the slightest available material, we advise you," etc. Managers Courtney & McCay know "how easy" it is to make capital out of a rumor, they say. Tried it themselves?

Our Note Pad.

Congress has been in session one year. In the language of Rev. Mr. Talmage, "Thank God! it is almost out of wind." When congress adjourns, the times will be in joint once more, for some degree of doubt will be removed.

* * *

It is the general belief that fire losses increase in hard times, and the record of '93 supports this belief. But so far '94, outside of the Pacific Coast, reports smaller losses than for the same time last year, although times are far worse. But there are five months remaining before the close of the '94 record in this country, and there is plenty time for the losses to "catch up" with the extraordinary business depression and confirm the belief in the correspondence of fire losses and the state of business.

* * *

Where a fire loss is known to have been directly due to the action of a mob of strikers or their friends the insurance companies on the risk cannot be held for the loss. The riot clause in the policy exempts the insurer. But where the fire was an isolated one of incendiary origin, the presence of a disorderly mob of strikers in the vicinity would hardly be sufficient ground for the "riot clause" defense.

* * *

The Texas supreme court, as set forth in our Legal Digest, has decided that the suicide warrant in a life policy, to-wit: "I warrant and agree that I will not die by my own act within the period of two years," is not violated if the insured be insane at the time of suicide. If this decision is good law, the companies may as well eliminate this reasonable clause from their policies, and pay all suicide claims; for of course every jury will hold every suicide insane.

* * *

We infer that the Minnesota insurance commissioner has been "caught in the door." He laments, in his annual report, the fact that if, on examination, he finds a company insolvent, the company would decline to pay the cost and he could collect nothing from the state. Deputy Hurd of Colorado had that arduous-cooling experience. But, the Minnesota man says, if the company examined is solvent he can charge the expense to the company and collect it, or *revoke their license*. This power is the secret of the commissioners' abuse of the authority

of their office. Hence the disgraceful annual raid and "whack up."

Accident Notes.

The Ætna Life is now reaching out for railroad accident business.

The American Employers is reported as having made good its impairment.

The Guarantee Life & Accident (assessment) of Indianapolis has failed. Next!

The World Accident is a new assessment venture in Boston. There are too many already.

The Preferred Accident Ins. Co. of New York issues a new policy paying \$10 per week for life to the beneficiary.

The Cincinnati man who was blown to pieces by an explosion—supposedly in his pocket—was insured in the United States Mutual for \$5,000.

The safest risk in the recent railway unpleasantness was that of the striker. It always transpired that the man who got hurt was a sympathiser—never a striker.

Railway stations throughout Italy are to be equipped with automatic boxes for the sale of accident insurance tickets, entitling the heirs of the bearer to 5,000 lire in case of death during the journey, or 2,500 lire in case of total disability.

The Guarantee & Accident Lloyds informs a Western policyholder, who threatens suit to compel an equitable adjustment of his claim, that he had better accept \$500, "because a considerable portion of our underwriters have failed to provide any funds with which to discharge their liabilities."

Minor Mention.

Some one has observed that the family organ is always insured and always saved.

A London paper, quoting a distinguished physician, tells of a man who was rejected by a life office because he had heart disease, but who lived fifty years thereafter.

The chairman of an English office at a recent meeting said: On the continent of Europe, the drought which prevailed during last year for such a long time was unhappily not only the cause of many fires but it also prevented their being extinguished, as the supply of water in many places was absolutely exhausted.

The new party men, Populists, are so notoriously unfriendly to corporations that it would be well to ask jurymen their politics, and "exhaust the panel" in the exclusion of Populists, when an insurance company is defendant.

The agent of an American insurance company in London was recently assessed £150 damages for telling a lawyer's clerk that he was "incapable of speaking other than London English." That was a most offensive insult indeed.

A recent number of *The Review*, a New York insurance weekly, made up from a daily commercial bulletin, contained the following sensational insurance articles: "Lizzie," "To Remove Grease Spots," "How to Serve Currants," "Flower Pot Holders," "The Best Silos," "Inventions that Pay in the Hay-field." The Insurance and Commercial Magazine should look to its laurels.

At a theater in Russia the scenery caught fire. The policeman on duty, seeing signs of a panic, stepped forward to the footlights, revolver in hand, and called out, "If I see anyone acting so as to create disorder I will shoot him dead." The account says this had the desired effect. The audience filed out slowly and safely, and the building was burned to the ground. That "cop" had a good opinion of his marksmanship or he played a "bluff" game.

The praiseworthy attempt of a young "saleslady" to improve her looks resulted in a \$150,000 fire at El Paso, Ill. The young woman lighted the gas in the basement of a dry-goods store, preparatory to heating a curling-iron. She carelessly threw the burning match aside, and fire soon after broke out and burned the store and adjoining property. It is pleasant to be able to add that the saleslady succeeded in curling her hair before the fire was discovered.

The 25th annual convention of insurance commissioners will be held at Alexandria Bay, N. Y., Sept. 5. California, of course, will not be represented. The convention will justify its existence if it takes some action in regard to the abuses of state supervision, such as junketing examinations. The convention can at least express its condemnation of this form of official larceny. Colorado is the worst and most graceless offender, and Montana has a bad record.

Minnesota Insurance Report, C. H. Smith, insurance commissioner. Contains this gem:

"Most of the companies doing an unauthorized business are worthless."

It Was Not Insured.

Up in Potter Valley the other day a San Francisco adjuster was fixing up a loss claim with a farmer. The loss was virtually total, but the schedule still lacked a few dollars of the insurance. The farmer and his somewhat simple wife were thinking hard to recall missing items enough to complete the total. Suddenly the face of the wife brightened with an important recollection. Addressing the adjuster she said: "We had a medical almanac, sir, that was very valuable!" It had been given her by the village druggist.

City Premiums.

The quarterly report of the directors of the fire patrol, for the quarter ending June 30, shows a premium income of \$605,998. This is a falling-off of \$53,000 as compared with same quarter of 1893. The decline is general, and is to be attributed to reduced stocks among merchants and to smaller lines on buildings. There is some complaint among the offices, but every fellow seems to be getting his share of business—merely holding his own. Besides, there are some fifteen fewer companies dividing the business.

Compared with the first quarter of 1894 there was an increase of \$40,000. The first half of 1893 is to be credited with \$1,220,687; the first half of 1894, with \$1,170,916, a loss of \$50,000. Fortunately fires are comparatively light, and the brokers have left some margin for profit. Enforce the new constitution governing brokers, and a handsome balance will be left—wherever to pay unusual losses in the interior.

Mutual Benefit Life Association.

The annual report of this New York association was hardly a satisfactory one. Commissioner Higgins has demanded a report of the condition of the company on July 1, and Supt. Pierce of New York has joined in a similar demand.

The condition of the association is not exactly first-class. The reinsurance of some 400 members of the Home Benefit of San Francisco probably did not help the association's mortality experience. The amount of unpaid losses attracted the attention of the California department.

Not long ago the association sent out a circular to members asking a release of the reserve fund, so that it might be applied to the pay-

ment of death claims, we presume. As a reserve fund the \$110,000 is of no service to the association, nor to the members. It would be better to use it to pay claims with.

Fire Proof Construction.

A New York architect, M. N. Cutter, sends us a description of an improved method of construction of buildings of non-combustible materials so that the cost shall not exceed or shall nearly approach the cost of buildings constructed of combustible materials. The principle saving is in brick work and plastering, which equals the additional cost for iron and terra cotta work. The cost for three four-story American basement houses, non-fire-proof, is \$22,184, and for fire-proof, \$22,819, a difference of only \$211 per house.

So-Called State Supervision.

The recent tribute-levying visit of a deputy insurance commissioner from Colorado makes timely even so threadbare a topic as state insurance supervision, and reference to the subject is still further warranted by the annual session of the insurance commissioners next month. The presumption of the Colorado department would be a "laughing matter," assuming the existence of honest intention; but the expense of the alleged examination of the San Francisco companies obscures any comic aspect which the seeming presumption of the department may have. But there was no good intention on the part of the Colorado insurance commissioner.

We do not hesitate to say that the embarrassment of the Oakland Home was seized as a pretext for the collection of tribute, and that the commissioner acted in the matter as a politician rather than as an official, in the discharge of his duties.

An insurance commissioner is not required, by even the broadest construction of his duties, to examine minutely into the affairs of any company, verifying its statement and handling its securities, unless there is substantial reason to believe either that the sworn statement is false or that since the filing thereof extraordinary losses have impaired the capital. Did the reader ever hear of an American insurance commissioner visiting the home office of any foreign company for the purpose of verifying its statement of business and condition? The foreign company, probably, would not submit to this exhibition of democratic despotism, or at least would not pay the score; and we are sure that no American insurance supervisor's interpretation of

his duties would require of him an examination without other compensation than that of his salary. The foreign company escapes our domestic despot because there is "nothing in it" for him nor for his henchmen.

The foreign company is fortunate, also, in being subjected, so far as it is subjected at all, to only one supervisory authority, to whom it must make report of its assets and liabilities. The American company, on the contrary, must submit to the inconvenience and expense of an examination of its affairs at any time by the authorities of any one or all of the states in which it does business. The certificate of sound condition by one, two or more commissioners is no protection from the blood-seekers of another state.

The failures of companies soon after their due authentication of solvency may seem to justify the ignoring of one department's certificate by another department, but experience has shown that if one department is deceived the others will likewise be deceived. The approval of two or more departments is scarcely better evidence of solvency and correctness of statement than the approval of one. Three insurance commissioners examined the affairs of the Insurance Company of Dakota, which was rotten to the core, and they all pronounced the company solvent. In the examination of the St. Paul-German by the insurance superintendent of New York as well as by the commissioners of Minnesota and Wisconsin there was no greater protection to policyholders, for the rotten venture failed immediately after it had been pronounced solvent by the New York department.

To the foregoing notorious examples of the inefficiency of state insurance supervision must be added the altogether melancholy example of the State Investment, and perhaps the Columbian as well. These instances are comparatively recent. Others might be cited. That there are not many more insurance failures under state supervision is simply due to the honesty of stockholders and managers, and not to the system of supervision.

The Firemen's of Newark.

Represented by J. D. Maxwell. A long established and conservative company. The Firemen's of Newark has \$600,000 paid-up capital, \$1,883,000 assets, of which \$1,520,000 is surplus to policy-holders. Mr. Maxwell is also the city agent of six other fire offices, and is the general agent of the New York Plate Glass and the Union Casualty.

Six Months Pacific Coast Fires Classified.

The Fidelity and Casualty Co.'s Building.

It is to be located in Cedar street between Temple and Church, with a frontage on Cedar street of 100 feet, on Temple 62 feet, and 40 on Church. There is to be a large light shaft in the center. The company has been especially solicitous on this point, not only for the benefit of its own staff, now nearly 200 in number, but also because of the advantage in renting such parts of the building as it does not need. The location is only 200 feet west of Broadway. On this point the management claim that their building will be very near to the actual center of the office building district. The Equitable building on Broadway and Cedar is perhaps the actual central point. From the northwest corner of the Equitable to the southeast corner of the Fidelity building will be less than 200 feet. The purchase was criticized when made, but the foregoing facts indicate that the Fidelity directors made no mistake. The price paid was about \$50 a square foot. There has been a sale since on the same block at the corner of Liberty and Church at \$90 a foot.

The building is to have a steel frame and will be handsomely furnished in all respects. The exterior will be of brick with terra cotta decorations. The company expects to be in actual occupation of the building on the 1st of April, 1895.—The Surveyor.

Louisiana has enacted that the courts of that state shall recognize the bonds furnished by surety companies.

Those who follow sedentary occupations are specially disposed to tuberculosis.

Jan Feb Mar Apr May Jun

B.

| | | | | | | |
|--|----|----|----|----|----|----|
| Banks | 1 | | | | | |
| Bridges and trestles | 1 | | | | | |
| Brick bldgs—conts. not named . . . | 11 | 8 | 14 | 5 | 2 | 3 |
| Butcher shops | | 2 | 1 | | | |
| Barber shops | | | 1 | | | |
| Barns and stables, including grain and hay | 11 | 12 | 9 | 12 | 21 | 27 |
| Bakeries | | | 1 | | | 1 |

C.

| | | | | | | |
|-------------------------------------|---|---|---|---|---|---|
| Canneries | | | | | | 1 |
| Crockery, lamps, etc | | 1 | 1 | | | |
| Churches | | | 1 | 2 | 1 | 1 |
| Cooper shops | 1 | | | | | |
| Confectionery store & conts | 1 | | | 1 | | |

D.

| | | | | | | |
|------------------------------------|-----|----|-----|-----|-----|-----|
| Dairies, creameries | | 1 | | | | 1 |
| Drug stores and drugs | 4 | 1 | | | 1 | 2 |
| Dwgs—conts and furniture | 135 | 90 | 136 | 105 | 109 | 105 |

E.

| | | | | | | |
|---------------------------|--|---|---|---|--|--|
| Electric Plants | | 1 | 1 | 1 | | |
|---------------------------|--|---|---|---|--|--|

F.

| | | | | | | |
|-------------------------------------|----|----|----|----|----|----|
| Furniture stores | | | 2 | | | |
| Frame bldgs, contents not named . . | 25 | 16 | 31 | 13 | 23 | 23 |
| Farm property | 2 | 1 | | 1 | 1 | 3 |
| Foundries—Iron works, etc. | 1 | 1 | 1 | | | 1 |
| Factories—Tobacco and cigars . . . | 1 | | | 1 | | |
| “ —Boots and shoes | 1 | | | 1 | | |
| “ —Underwear | | | 1 | | | |
| “ —Soap | | | | | 1 | 1 |
| “ —Carriage | | | | | | 1 |
| Fruit dryers | 1 | | | | | |

G.

| | | | | | | |
|--|---|---|---|----|---|---|
| General fires | 4 | 5 | 5 | 10 | 8 | 6 |
| Growing grain, grain in field and hay in stack | | 1 | | | | 2 |
| Groceries | 2 | | 2 | | 3 | 2 |

H.

| | | | | | | |
|---|----|---|---|---|----|---|
| Harvesters | | | | 1 | | |
| Halls, lodge rooms, theaters and contents | 2 | 2 | 4 | 1 | 2 | |
| Hotels, lodging & boarding houses . | 10 | 6 | 4 | 7 | 11 | 8 |

L.

| | | | | | | |
|-------------------------------|---|--|--|---|--|---|
| Laundries | 2 | | | | | |
| Lumber and shingles | 1 | | | 2 | | 1 |

M.

| | | | | | | |
|---|----|----|----|----|----|----|
| Mills—Saw | 1 | 1 | 3 | 2 | 1 | 1 |
| “ —Quartz, etc | 2 | 2 | 1 | | 3 | 1 |
| “ —Flour | 1 | | | | 1 | |
| “ —Planing, sash and door factories | 1 | 1 | 1 | 1 | | |
| “ —Spice | | 1 | | | | |
| Merchandise and buildings | 46 | 22 | 34 | 42 | 24 | 17 |
| Marble yards | | | 2 | | | |
| Machine shops and mills | 5 | 6 | 1 | 1 | 2 | |
| Meat packing establishments | | 1 | | | | |

Continued on next page.

Six Months Pacific Coast Fires Classified---Concluded.

| O. | Jan | Feb | Mar | Apr | May | Jun |
|--------------------------------------|-----|-----|-----|-----|-----|-----|
| Oil works, paints and oils | 1 | 1 | 1 | 1 | | |
| P. | | | | | | |
| Printing offices | | 1 | | | 1 | |
| Pottery | | 1 | | | | |
| Photograph galleries | 1 | | | | | |
| Paintings and pictures | | | 1 | | | |
| R. | | | | | | |
| Restaurants | 2 | | 1 | 1 | 1 | 3 |
| S. | | | | | | |
| Slaughter houses | | | | | 1 | |
| Saloons | 7 | 9 | | 6 | 3 | 5 |
| Steamers | 1 | | | | | |
| Schoolhouses | 1 | | | | | |
| Stationery stores | | | | | 1 | 1 |
| W. | | | | | | |
| Warehouses and contents | 1 | 4 | | 1 | 3 | 4 |
| Wines and liquors | | | | 1 | 2 | |

The Imperial.

Contrary to expectation, the Imperial Insurance Company has not been able to maintain the improving results of its fire business shown in the report for 1892. The past year has to be chronicled as one of the most unfavorable in the company's history. So serious has been the relapse that several profitable years must elapse to make good the depletion of funds caused by the operations of 1893.—The Post Magazine.

Every American who insures himself at 20 has a prodigious advantage.—Francis Belamy.

Mutual Reserve's Interest Rate.

We have become so accustomed to the vagaries of that arch exponent of assessmentism, the Mutual Reserve Fund of New York, (says the Insurance & Finance Chronicle of Montreal,) that we are not surprised at anything out of the ordinary in connection with that institution. It has mocked at science and defied the laws of mortality—on paper; it has earned a reputation for its peculiar devotion to the cause of honesty by hedging round its policy-holders' fund a string of unnecessary requirements when any claim has been made upon them. Another extraordinary feature of the association, judging from their productive power, is its investments. It is true that these yield nearly two per cent. less than those of ordinary life companies, but is it not a characteristic distinction in the case of such an unusual institution? Lest any unfriendly critic should question its title thereto we quote from the Connecticut report: the invested assets at the end of 1892 were \$3,609,593, and at the end of 1893 \$3,936,730. The mean of this for the last year was therefore \$3,813,661, upon which the interest and rents received, \$124,260, represented 3.25 per cent. This return is all the more remarkable in view of the fact that loans on real estate amounted to no less than 62.2 per cent. of the total investments in 1893, and they are a class of security which is credited with bringing in a higher rate of interest than most others. Will Mr. Harper please explain these extraordinary facts?

The New Zealand Insurance Company.

In this company, its namesake, New Zealand can boast of one of the leading corporations of the southern hemisphere, and one of the most successful fire offices of the world, whether its success be measured by the standard of dividends or net surplus. Last year the New Zealand Insurance Company was able to maintain its reserves and at the same time pay a dividend of 15 per cent.

The annual statement of the New Zealand shows \$2,665,166 assets and \$764,706 net surplus. The loss ratio was 57 per cent. and expense ratio 30. The total income was \$1,478,285 and the losses and expenses were only \$1,159,263, leaving a handsome balance on the year's transactions.

The New Zealand has a policy-holders' surplus of \$1,764,706. For the special protection of American policy-holders it has \$300,000 invested in San Francisco and \$50,000 government bonds deposited with the Oregon state treasurer. The liability of shareholders is unlimited.

On the Pacific Coast, under the management of Hugh Craig, the New Zealand has a premium income of \$231,000, \$30,000 of which is from the marine department. The New Zealand has always made money in this field.

The insurance commissioner of Colorado speaks of "birds of prey tripping along the highways of the insurance world."

Life Insurance. Some Things to Con Over.

The foremost issue which is before the life underwriters of to-day is that which relates to agency expenses. The question is discussed among agents, in the meetings of agents' associations and in the community of business men. The large advance in commissions and the increase in allowances to field workers has rendered the rebate of a portion of the first year's premium possible, and hence has demoralized both the solicitor and the party insured. The business of life underwriting can not maintain the place to which its size and the magnitude of its accomplishments entitle it unless there are radical changes in the direction we have named.

In an ordinary mutual life insurance company the net premiums are loaded from twenty-five to forty per cent. This indicates that the provision for expenses of management is from twenty to twenty-nine per cent. The theory of the business is that the balance or net premium must be held to meet death and endowment claims and to create the reinsurance fund required by law.

The insurances in some of the leading companies cost from sixty to ninety per cent. of the first year's premiums in the way of commissions, to say nothing of the large amounts expended in the establishment and maintenance of agencies, including large bonuses for an increase in the volume of new business. There is also in addition a renewal commission of from seven to ten per cent. paid either for a limited number of years or during the entire continuance of the policy.

The result is that, taking into consideration the expenses of medical examination, together with a fair proportion for advertising, incidentals and agency guarantees or salaries, there will be none of the first year's premium left. Indeed, it often happens that more than this sum is expended in placing new policies on the books. And when we speak in this way we mean that out of the first year's premium no provision for the cost of insurance or the carrying of the risk for the first year appears to have been made.

But the office must put up a reserve at the end of the first year and must pay its proportion of the assessments made to meet the losses for the years that follow. From this there is no escape. The gap must be filled and it can only be done by taking from the accumulations of those policies which have been in force two or more years. The amount of this shortage is increased if a dividend is

paid at the end of the first year to the policyholder. Now the question is as to whether this method is right either towards the policyholder or the community. The only defense we have ever heard urged in favor of this course is that new blood is needed to prevent an excessive mortality and that the growth of the company reduces the rate of fixed charges.

Now as to the value of new blood the information upon this subject is limited. The only actuary in this country who has we believe undertaken to make any scientific investigation of this subject is Mr. Bloomfield J. Miller, actuary of the Mutual Benefit Life Insurance Company. Taking the published experience of the Mutual Life Insurance Company, the Connecticut Mutual Life Insurance Company and the Mutual Benefit Life Insurance Company, he prepared a paper and presented it to the Actuarial Society of America in 1890, in which he voiced the following generalization:

It is safe to say that twenty per cent. of the first year's premium is about all that a company can afford to pay for ordinary life insurance policies viewed merely as new blood.

Now the loading of an ordinary life policy is not much in excess of thirty per cent. of the annual premium. Hence we are led to conclude that after making due allowance for office expenses the highest rate which a company can pay without placing in jeopardy the rights of the older policyholders is not much if any in excess of forty per cent. of the premium on an ordinary whole life policy with continuous payments till maturity. Indeed, we are by no means certain that the conditions of the business in this country will justify paying even this rate of commission. — U. S. Review.

An Adjuster's Problem.

"Company A insures a building for \$1,000 prior to the adoption of the Oregon Valued Policy Law. Company B insures the same building for \$1,000 prior to the adoption of the Oregon Valued Policy Law. Company C insures the same building for \$1,000 subsequent to the adoption of the Oregon Valued Policy Law. A loss occurs. Company A sends its own adjuster, Company B sends its own adjuster, and Company C places its interest in the hands of the adjuster of Company B, who therefore represents B and C.

"In adjusting the loss the adjusters ignore the Oregon Valued Policy Law and the insured does not invoke it. The amount of the loss is submitted to appraisal and the award is \$2,700; the amount of insurance is \$3,000. How

shall the loss of \$2,700 be apportioned among the companies at interest?"

The committee's solution was as follows:

It being understood that the building was totally destroyed by fire, and that all the policies contain the conditions of the standard form, viz: "This company shall not be liable under this policy for a greater proportion of any loss on the described property than the amount hereby insured shall bear to the whole insurance."

In the case named the insured did not invoke the Oregon Valued Policy Law, and therefore in accordance with the conditions of their several policies each pays \$900, making the total sum of \$2,700, which is the amount of the loss actually sustained.

In case the insured had rested upon the Oregon Valued Policy Law, Companies A and B would pay in accordance with the conditions of their several policies, as above stated, in proportion to the whole amount of insurance, and each would pay \$900, being their proportion of the amount of the loss as ascertained by appraisement. Company C would pay \$1,000, in accordance with the same policy condition, but basing the amount of the loss on the Oregon Valued Policy Law, which states: "The amount of insurance written in a policy of insurance on all buildings insured after the passage of this act shall be taken and deemed the true value of the property at the time of the loss and the amount of the loss sustained, shall be the measure of damage."

This, of course, gives the owner \$100 more than his actual loss, which is the feature of the Valued Policy Law. In case all the policies had been written after the enactment of that law, the owner would have received \$3,000, each company paying \$100 more than it properly should pay to actually indemnify the insured. In case the companies mutually agreed to replace, of course they would pro rate in the expense of replacing, whether it would be \$2,000 or \$2,700 or \$3,000.—Proceedings Fire Underwriters' Association of the Pacific.

Johnny Bull.

When it comes to getting alarmed over the U. S. A., that staid gentleman, John Bull, is not far behind. Every now and then he gets it into his head that this bloomin' country is on the 'ighroad to the bad. His periodical alarm is characteristic and hereditary. He 'ad this country wiped out as far back as 1812, heard only its death knell all through the civil war, saw it go all to pieces in the panic of the

early seventies, and has more than 'arf a notion that it is going the same way now.

The unfortunate Johns Bull (some of them have been anything but unfortunate in the U. S. A.) seem to think that their experience has been entirely the fault of the United States and their United States managers. But in a number of instances, John Bull himself has been largely to blame. He has managed this country from afar off, making his United States managers mere automatons; he has mistaken it for the British Isles, attempting to conduct it after the English fashion; he has not adapted himself to American ideas and customs, but has tried to remodel this country to suit his own. He has forgotten the essential differences between his country and this: There the company is first and here the agent.—Insurance Post.

Fire Risk of Electric Writing.

From a press cutting we learn that the Union of German fire insurance companies places electricity, when used either for lighting or motive purposes, in the front rank of fire hazards. No doubt, electricity, except under strict scientific regulation and control, presents the most formidable elements of danger, and may, at any moment, prove destructive in other directions besides that of conflagration. It may be admitted, too, that scientists have so far been only feeling their way towards minimising the risk of its employment. But the extent of disaster from this source has, in this country at all events, been very limited, a fact which may, perhaps, reasonably be accepted as evidence that our electrical engineers have not labored in vain in their efforts to discover effective means for avoiding the risk of accident. True, there have been mishaps in premises used for generating and storing the electric fluid; but that is a question quite apart from its use in buildings supplied with it. The rules for safe installation are here generally understood; and, curiously enough, it is largely to the influence of the fire insurance companies that the public owe their immunity from danger. It surprises us to learn that in Germany, where scientific culture is not generally understood to be lacking, a different experience and a different conclusion have manifested themselves. If we mistake not, the offices in this country would be inclined to place the fire risk from electric lighting considerably lower than that from the use of other illuminants, such as coal gas and oil.—The Fortnight.

The Australian Bag Man.

A Dapto man, writes an Australian correspondent, conceived the idea of offering his services as local agent, and succeeded in getting the M. P. for his district to give him a good character. Upon this each company manager thought he was securing a good man, and said nothing to his neighbors of his good fortune. Having nobbled some fire company thus, the Dapto man wrote upon their stationery to a life office. As soon as each company appointed him he wrote asking for a good Gladstone bag to carry round his canvassing papers. He secured eight bags within a month. Then he commenced writing to merchants on the company's letter paper, styling himself general agent, and ordering small parcels of goods, promising check by return. Instead of inquiring from the insurance office as to his standing, they executed the orders, and not receiving check, they made inquiries afterwards. Then the fun commenced, one company after another owing up to having sent a bag, values varying from £1 to £2. One company had its name put on in large gilt letters. The fellow is worth nothing, and no one will find it worth powder and shot to prosecute him.

Tender of Unearned Premium Essential.

In re cancellation (Nitsh v. American Central, N. Y. S. C.) held: The company claimed that it had the right to effectively and absolutely terminate its liability as an insurer simply by giving the insured the prescribed five days' notice, without returning or tendering the unearned premium. If this is correct, a man might pay \$1,000 for insurance to-day, receive a notice from the insurance company to-morrow which would cancel his policy in five days, and, at the end of the week, would have no remedy for the recovery of his \$1,000 except an action at law against the company. The whole cancellation paragraph must be read together, and the last clause must not be overlooked. That clause provides that "when this policy is cancelled by this company by giving notice it shall retain only the pro rata premium." The company cannot make the notice effective and at the same time retain the whole premium. Reading the entire provision as a whole, it makes the actual payment or tender of the unearned premium essential to a cancellation of the policy by the company. This construction involves no hardship to the insurer, while that which the court is asked by the defendant to adopt would involve decided hardship to the insurer.

Void Only While in Use.

Without the knowledge and consent of the companies and subsequent to the issuance of the policies the tenant placed a canning machine in the barn, which was operated by the machinery insured. A tank was also sunk midway between barn and granary and from this gas for the operation of the machinery was generated. A provision in the policies stipulated that no gas should be generated within 100 feet of the premises, and upon this clause the companies denied liability; also upon the increased hazard clause. Five days before the loss, however, the canning machine had not been in operation. Upon this Judge Blanchard (Ottawa, Ill.,) based his decision that as the canning apparatus in no degree contributed to the fire, its presence in the building did not of itself void the policies; that the policies were void while the machinery was in operation, but became in force as soon as its use was discontinued.

Live Stock Insurance.

Last month we called attention to the seeming success of the Northwestern Live Stock Insurance Co. of Des Moines, Ia., but since then announcement of the retirement of the company from business has been made.

Of this variety of insurance the Iowa insurance report says:

The secret of success in the management of live stock insurance associations does not seem to have been discovered by the promoters of these associations.

Several have been started within the last few years and only one mutual live stock insurance association has authority to transact business in this state at this writing.

The Importers and Breeders Mutual Live Stock Insurance Association, and the State Mutual Live Stock Insurance Association, both of Sioux City, Iowa, have retired from active existence during the past year and are winding up their affairs.

When you take that outing this month be sure to include among your supplies an accident policy. Nothing like it to prevent accidents. The writer knows it, for recently he fell off a big boulder into the river while fishing, and went over a mountain side with coach and four, and was lost in the woods, and fell overboard from a yacht, and arrived home without a claim against the accident insurance company; while his uninsured comrade got a fish-hook in his ear, dislocated his arm, sprained his ankle, and cut his foot with an axe. It pays to carry an accident policy. If you don't believe it, ask Publisher Edwards.

July Fires.

OREGON.

11. Huntington, fr dwg:
Springfield \$600
2. Astoria, personal property:
Continental \$700
Baker City, wall paper:
Western \$300
2. Klamath Falls, gen'l fire:
Home, N. Y. \$ 500
Palatine 2,340
Orient 151
Northern 1,250
Liver'l & Lon. & Globe . . . 3,100
Transatlantic 500
Home Mutual 1,825
30. (June) Astoria, cannery:
London & Lancashire . . . \$2,500
North British 2,500
30. (June) Astoria, piano in whs:
Firemans Fund \$250
10. Astoria, fr bldg:
Firemans Fund \$568
10. (June) Near Pilot Rock, wool
in barn:
Firemans Fund \$2,000
5. La Grande, fr dwgs, barn and
conts:
Springfield \$ 550
Etna 502
London 238
Home, N. Y. 1,466
8. Portland, dwg:
Western \$153
1. (Mar.) Portland, cloaks:
New Zealand \$1,769
6. (June) Portland, dock:
Firemans Fund \$1,000
22. (June) Portland, stock furn:
Firemans Fund \$250
5. Portland, fr dwg:
Orient \$107
11. Portland, fr dwg and barn:
North British \$1,456
11. Portland, furni and dwg:
Firemans Fund \$114
12. Portland, brk printing office:
Firemans Fund \$816
American, Pa. 162
Phoenix, Hartford 816
Sun, S. F. 408
German-American 509
North British 163
New Zealand 464
13. Portland, brk bldg:
Union of London \$1,500
20. Portland, dwg, furni, etc:
Phoenix, London \$801
Fire Ass'n of Pa. 360

13. Portland, stock China ware
and paintings:
Springfield \$464
Phoenix, London 464
19. Portland, bldgs and mdse:
Phoenix, London \$117
Northern 250
Liver'l & Lon. & Globe . . . 157
Phoenix, Hartford 125
Scottish Union 157
16. Portland, dwg:
Connecticut \$422
22. Portland, fr blgs:
Manchester \$125
American, N. J. 130
Palatine 305
19. Portland, saw mill:
Liver'l & Lon. & Globe . . \$2,250
16. East Portland, fr dwg and
furni:
American, Pa. \$100
23. Portland, fr blds:
American, Pa. \$800
Firemans Fund 305
30. Portland, fr dwg:
Springfield 900
13. Portland, hides:
London & Lancashire . . . \$900
25. Pendleton, fr store:
Hamburg-Bremen \$400
25. Pendleton, dwg & hhd furni:
Etna \$700
Queen 500
American, Pa. 500
Firemans Fund 200
14. Sumner, fr bldg & gen. mdse:
Palatine \$ 500
Phoenix, London 3,000
24. Wallowa co, fr dwg & conts:
Phoenix, Hartford \$700
Small losses \$3,777
Total Oregon . . . \$50,976

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WASHINGTON.

5. Spokane, brk dwg and conts:
Hartford \$2,200
- Spokane, bldg:
Prussian National \$400
- Spokane, planing mill:
National of Hartford . . . \$500
Springfield 500
- Spokane, fr dwg:
Commercial Union \$1,000
- Spokane, fr bldg and mdse:
Scottish Union \$1,960
- Spokane, mdse:
Transatlantic \$ 117
Liver'l & Lon. & Globe . . . 215
Prussian National 1,200
8. Spokane, planing mill:
Ins. Co. of N. A. \$500
19. Spokane, fr dwg, furni and
barn:
Phoenix, Br. \$175
14. Spokane, brk bldgs:
Pennsylvania \$216
23. Spokane, hotel bldg:
Transatlantic \$700
21. (June) Spokane, stationery:
Germania \$190
- Spokane, lodging house:
Alliance \$200
7. Spokane, personal property:
Continental \$125
- Spokane, stock of clothing:
New Zealand \$234
120. (June) Spokane, stock jew'ly:
Firemans Fund \$1,300
9. Spokane co, fr dwg:
Phoenix, Br. \$800
19. Spokane, fr dwg:
North British \$400
14. Spokane, brk bldg:
Scottish Union \$300
26. Spokane, fr hotel:
Scottish Union \$1,700
24. Spokane, fr church:
Manchester \$100
Firemans Fund 150
Liver'l & Lon. & Globe . . . 500
24. Spokane, fr bldg and furni:
Caledonian \$600
25. Spokane, fr dwg:
Firemans Fund \$500
Liver'l & Lon. & Globe . . . 200
- Spokane, bldg:
Etna \$1,000
- Spokane, barn:
Etna \$500
25. Spokane, fr dwg:
Hartford \$2,500
National, Hartford 1,000
4. Spokane, dwg:
Hamburg-Bremen \$400
6. Snohomish, saw mill:
Palatine \$924
12. Sumas City, saw mill, shin-
gles, machinery:
Palatine \$2,965
Hartford 965
19. Snohomish, saw mill and
mehy:
Palatine \$4,000
10. Seattle, dwg:
Etna \$149
12. Seattle, mill bldg:
Northern \$965

| | |
|--|---------|
| ✓1. Seattle, piano: Springfield | \$300 |
| ✓12. Seattle, fr dwg: Springfield | \$500 |
| ✓1. Seattle, fr dwg: Pennsylvania | \$359 |
| ✓1. Seattle, fr dwg: Firemans Fund | \$1,149 |
| ✓27. Seattle, fr dwg and furni: Scottish Union | \$1,880 |
| ✓2. Seattle, fr dwg and conts: Westchester | \$1,150 |
| ✓1. Seattle, fr bldg and conts: Westchester | \$405 |
| ✓8. Seattle, hhd furni: Prussian National | \$185 |
| ✓2. Seattle, board & lodg'g house: Hanover | \$500 |
| ✓4. Seattle, store bldg: Transatlantic | \$600 |
| ✓1. Seattle fr bldg: American Central | \$700 |
| ✓10. Seattle, fr dwg: Commercial Union | \$150 |
| ✓1. Seattle, fr bldgs, etc.: Commercial Union | \$2,000 |
| ✓3. Tacoma, fr dwg: Commercial Union | \$1,850 |
| ✓3. (June) Tacoma, dwg & furni: Hanover | \$225 |
| ✓11. Fort Townsend, fr dws: Commercial Union | \$1,500 |
| Firemans Fund | 950 |
| ✓17. (June) Latah, gen'l mdse: Firemans Fund | \$500 |
| ✓28. Montesano, groceries: Firemans Fund | \$1,000 |
| ✓2. Ellensburg, fr dwg and conts: Springfield | \$500 |
| ✓17. Pullman, brk blg, gen mdse: Fire Ass'n of Pa. | \$1,250 |
| American, N. J. | 1,250 |
| Manchester | 375 |
| Liver'l & Lon. & Globe | 3,500 |
| ✓12. Olympia, fr dwg: Firemans Fund | \$400 |
| ✓14. Fairhaven, fr barn: Palatine | \$250 |
| ✓17. Mount Vernon, fr boarding house: Liver'l & Lon. & Globe | \$1,000 |
| ✓1. Mount Vernon, dry kiln: Liver'l & Lon. & Globe | \$252 |
| ✓12. New Whatcom, dry goods: Caledonian | \$150 |
| Liver'l & Lon. & Globe | 131 |
| Transatlantic | 147 |
| London & Lancashire | 165 |

| | |
|---|---------|
| ✓1. Walla Walla, fr dwg & conts: Home, N. Y. | \$275 |
| Phoenix, Hartford | 275 |
| ✓19. Whatcom co., shingle mill: Palatine | \$250 |
| Small losses | \$4,706 |
| Total Washington | 63,529 |

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IDAHO.

| | |
|---|----------|
| ✓17. Swan Lake Station, fr bldg and mdse: American of Pa | \$2,250 |
| ✓17. Washington co., fr dwg and hhd furni: Phenix, Br. | \$800 |
| ✓17. (June) Cœur d'Alene, fr store bldg: Northern | \$150 |
| ✓12. Latah co, fr barn: Phenix, Br. | \$200 |
| ✓5. (June) Pocatella, dwg and stock: Firemans Fund | \$750 |
| ✓25. (June) Post Falls, dwg: Norwich Union | \$100 |
| ✓25. Fremont, farm property: Continental | \$350 |
| ✓17. Julietta, fr dwg: German-American | \$2,000 |
| ✓24. Moscow, fr dwg and furni: Liver'l & Lon. & Globe | \$300 |
| ✓9. Shoshone, saloon: Palatine | \$1,250 |
| National, Hartford | 231 |
| ✓29. (June) Osburn, fr dwg: Manufact'rs & Builders | \$1,500 |
| ✓16. Moscow, fr dwg and personal property: Commercial Union | \$150 |
| Continental | 250 |
| ✓17. Oneida, farm property: Continental | \$200 |
| Small losses | \$839 |
| Total Idaho | \$11,420 |

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MONTANA.

| | |
|--|-------|
| ✓1. Helena, dwg and conts: National of Hartford | \$250 |
| Transatlantic | 1,000 |
| Home Mutual | 2,000 |
| ✓14. (June) Livingston, stock of clothing: Firemans Fund | \$215 |
| ✓15. (May) Missoula, stock and furni: New Zealand | \$588 |
| ✓30. Great Falls, fr barn and conts: Caledonian | \$275 |

| | |
|--|---------|
| ✓39. Great Falls, fr store bldg and conts: Connecticut | \$210 |
| London & Lancashire | 150 |
| N. Y. Underwriters | \$1,000 |
| ✓26. Bozeman, fr dwg and conts: Commercial Union | \$1,800 |
| ✓26. Missoula, fr dwg: Delaware | \$650 |
| ✓26. Great Falls, fr bldg: American Central | \$275 |
| Small losses | \$673 |
| Total Montana | \$9,086 |

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COLORADO.

| | |
|--|----------|
| ✓10. Durango, barn: National, Hartford | \$400 |
| ✓23. El Paso co., quartz mill: Alliance | \$4,500 |
| Atlas | 5,000 |
| Prussian National | 2,500 |
| Scottish Union | 3,750 |
| North British | 2,500 |
| Total | \$18,250 |
| ✓11. Akron, lodge rooms: Atlas | \$524 |
| ✓17. Denver, mdse: Svea | \$100 |
| ✓1. (June) Ouray co., dwg: New Zealand | \$650 |
| ✓25. Colorado City, dwg: National, Hartford | \$1,500 |
| ✓14. Pueblo, fr blg: Palatine | \$200 |
| ✓18. Pueblo, stock of furni: Palatine | \$350 |
| ✓1. Pueblo, hardware and furni store: Alliance | \$250 |
| Small losses | \$1,778 |
| Total Colorado | \$24,002 |

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WYOMING.

| | |
|--|---------|
| ✓25. Buffalo, fr dwg and furni: North British | \$500 |
| ✓1. Rock Springs, blg and mdse: Phoenix, London | \$235 |
| ✓17. Laramie, ice house: Transatlantic | \$1,000 |
| ✓30. Laramie, fr dwg and conts: Scottish Union | \$1,200 |
| Total Wyoming | \$2,935 |

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ARIZONA.

| | |
|---|---------|
| ✓1. Phoenix, gen'l fire: Home Mutual | \$1,500 |
| North British | 350 |
| Palatine | 1,000 |

| | |
|-------------------------------|---------|
| 1. Phoenix, furnishing goods: | |
| Atlas | \$102 |
| 9. (June) Globe, gen'l mdse: | |
| Firemans Fund | \$3,000 |
| Total Arizona | \$5,932 |

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NEW MEXICO.

| | |
|-------------------------------------|----------|
| 1. Silver City, bldgs and mdse: | |
| National, Hartford | \$4,288 |
| 1. Pinos Altos, fr quartz mill: | |
| Manchester | \$5,000 |
| 29. (June) Mogollon, bldg and mdse: | |
| Prussian National | \$1,475 |
| 5. Catskill, fr dwg and barn: | |
| Scottish Union | \$500 |
| 30. Albuquerque, brk bldg: | |
| Palatine | \$200 |
| Total New Mexico | \$11,463 |

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UTAH.

| | |
|-------------------------------|---------|
| 8. Ogden, gen'l fire: | |
| Scottish Union | \$1,880 |
| Manufacturers & Build'rs | 1,000 |
| Ætna | 1,391 |
| London | 100 |
| Northern | 100 |
| Alliance | 1,000 |
| Phenix, Br | 189 |
| Continental | 2,000 |
| Hanover | 141 |
| Firemans Fund | 248 |
| Phenix, Hartford | 989 |
| Home, N. Y. | 1,578 |
| German-American | 100 |
| Ins. Co. of N. A. | 248 |
| Royal | 326 |
| Home Mutual | 1,250 |
| Milwaukee Mechanics | 515 |
| National, Hartford | 189 |
| Palatine | 500 |
| Commercial Union | 250 |

Total \$ 13,994

| | |
|----------------------------|-------|
| 10. Ogden, bldg and conts: | |
| Continental | \$625 |

| | |
|---------------------------|-------|
| 24. (June) Ogden, fr dwg: | |
| Palatine | \$431 |

| | |
|-----------------------|-------|
| 11. Ogden, bldg: | |
| Continental | \$100 |

| | |
|-----------------------------|-------|
| 22. (June) Ogden, fr hotel: | |
| Royal | \$283 |

| | |
|-----------------------------|-------|
| 15. Heber, boots and shoes: | |
| Firemans Fund | \$456 |

| | |
|---|-------|
| 27. (June) Hyrum City, fr dwg and barn: | |
| Northern | \$200 |

| | |
|--|-------|
| 25. (June) Weber co., fr dwg and barn: | |
| American, Pa | \$138 |

| | |
|--------------------------------|-------|
| 18. Salt Lake, stock hardware: | |
| Milwaukee Mechanics | \$128 |
| Aachen & Munich | 128 |
| Phenix, Hartford | 128 |
| Home, N. Y. | 128 |

| | |
|------------------------------|-------|
| 28. Utah co., farm property: | |
| Continental | \$385 |

| | |
|-------------------------------|---------|
| 28. Weber co., farm property: | |
| Continental | \$1,200 |

| | |
|------------------------|----------|
| Small losses | \$1,466 |
| Total Utah | \$19,790 |

*

HAWAII.

| | |
|---------------------------------|-------|
| 17. (June) Honolulu, carriages: | |
| London & Lancashire | \$468 |

*

Total outside territory . . \$199,621

CALIFORNIA.

| | |
|-------------------------------------|-------|
| 25. Alameda, fr bldg and hhd furni: | |
| Magdeburg | \$900 |
| Sun, S.F. | 258 |

| | |
|-----------------------|-------|
| 23. Alameda, fr dwg: | |
| Springfield | \$200 |

| | |
|------------------------|--------|
| 15. Alameda, fr dwg: | |
| Agricultural | \$ 722 |
| Lancashire | 1,024 |

| | |
|-----------------------------------|-------|
| 19. (June) Alameda co., dwg, etc: | |
| New Zealand | \$340 |

| | |
|---------------------------------|-------|
| 21. Alameda co., fr dwg & barn: | |
| Phenix, Br | \$400 |

| | |
|-------------------------------|-------|
| 4. Alameda, dwgs: | |
| London & Lancashire | \$600 |

| | |
|--------------------------------|---------|
| 24. Arcata, dwg and hhd furni: | |
| Ætna | \$1,200 |

| | |
|-----------------------|---------|
| 25. Butte co., dwg: | |
| Connecticut | \$1,000 |

| | |
|--------------------------------|--------|
| 5. Butte co., fr dwg and barn: | |
| Phenix, Br | \$ 480 |
| Manchester | 1,000 |

| | |
|------------------------------------|---------|
| 27. Black Diamond, salmon cannery: | |
| German-American | \$3,625 |
| Home Mutual | 1,600 |
| Orient | 700 |
| Scottish Union | 3,000 |
| Palatine | 1,750 |
| Caledonian | 1,200 |

| | |
|-----------------|----------|
| Total | \$11,875 |
|-----------------|----------|

| | |
|-------------------------|-------|
| 3. Berkeley, hhd furni: | |
| Firemans Fund | \$600 |

| | |
|----------------------------------|---------|
| 27. Benicia, gen'l fire: | |
| Delaware | \$1,000 |
| Am. Central | 1,000 |
| Hartford | 507 |
| Norwich Union | 5,000 |
| Liver'l & Lon. & Globe | 2,000 |

| | |
|----------------------------|-------|
| 21. Biggs, growing grain: | |
| Commercial Union | \$250 |

| | |
|--|--------|
| 9. Bakersfield, fr bldgs and bottling works: | |
| Palatine | \$ 536 |
| Ætna | 400 |
| Firemans Fund | 375 |
| Western | 500 |
| Orient | 446 |
| Springfield | 562 |
| National, Hartford | 1,000 |
| Northern | 1,250 |

| | |
|------------------------|-------|
| 19. Colfax, hhd furni: | |
| Ætna | \$421 |

| | |
|----------------------------------|--------|
| 31. Colton, dwg and conts: | |
| Liver'l & Lon. & Globe | \$ 800 |
| Home, N. Y. | 1,200 |

| | |
|---|-------|
| 17. Contra Costa co., hay in field Hartford | \$120 |
|---|-------|

| | |
|-----------------------|---------|
| 14. Chico, dwg: | |
| Continental | \$1,000 |

| | |
|--|---------|
| 13. Colusa co., fr dwg and tank house: | |
| Phenix, Br | \$3,500 |

| | |
|------------------------------|-------|
| 13. Chico, fr dwg and conts: | |
| Scottish Union | \$329 |
| Firemans Fund | 327 |

| | |
|----------------------------------|-------|
| 26. Calaveras co., farm property | |
| Continental | \$400 |

| | |
|-----------------------|-------|
| 11. Danville, hay: | |
| American, Pa. | \$100 |

| | |
|---------------------------------|---------|
| 18. Delta, bldg and gen'l mdse: | |
| Palatine | \$1,000 |

| | |
|---------------------------------|-------|
| 1. Encinitas, fr dwg and conts: | |
| Hartford | \$502 |

| | |
|--------------------------------|---------|
| 14. Eureka, redwood novelties: | |
| German-American | \$1,500 |

| | |
|---------------------------------|-------|
| 25. Florence, fr bldg and mehy: | |
| German-American | \$700 |

| | |
|-----------------------|-------|
| 15. Fresno co., dwg: | |
| New Zealand | \$185 |

| | |
|----------------------------------|-------|
| 1. Fresno co., fr bldg and barn: | |
| Phenix, Br | \$686 |

| | |
|---------------------|-------|
| 24. Fresno, fr dwg: | |
| Traders | \$325 |

| | |
|-------------------------------|-------|
| 22. Fresno, store and stable: | |
| Atlas | \$218 |

| | |
|------------------------|---------|
| 14. Fortuna, saw mill: | |
| Pennsylvania | \$1,000 |
| Svea | 1,500 |
| American, Pa | 1,000 |
| Phenix, Br | 1,500 |
| Palatine | 2,639 |

| | |
|------------------------------|-------|
| 22. Fortuna, dwg: | |
| National, Hartford | \$800 |

| | |
|-----------------------|-------|
| 10. Fortuna, fr bldg: | |
| Orient | \$150 |

| | |
|---------------------------|-------|
| 18. Hollister, conts dwg: | |
| Firemans Fund | \$200 |

2. Hanford, fr blgs and saloon:
Patriotic \$347
Ins. Co. of N. A. 951
Scottish Union 552
20. Haywards, dwg and conts:
Ins. Co. of N. A. \$282
- ✓ 19. Hydesville, bldg:
Continental \$550
- ✓ 23. Jackson, dwg:
Connecticut \$200
American of N. Y. 375
- ✓ 3. Kelseyville, farm property:
Continental \$880
- ✓ 2. Los Angeles, fr blg:
Agricultural \$2,000
- ✓ 2. Los Angeles, dwg:
Continental \$1,000
2. Los Angeles, fr dwg:
London \$197
- ✓ 28. Los Los Angeles, dwg:
Connecticut \$500
- ✓ 30. Los Angeles, dwg:
Ins. Co. of N. A. \$300
- ✓ 31. Los Angeles, fr blg and gold separator:
Phenix, Br. \$600
- ✓ 19. Los Angeles, dwg and furni:
American, N. Y. \$1,200
- ✓ 18. Los Angeles, dwg:
London & Lancashire . . . \$650
- ✓ 15. Los Angeles, blg and conts:
Prussian National \$100
- ✓ 16. Los Angeles, fr store blg:
Liver'l & Lon. & Globe . . \$150
- ✓ 1. Los Angeles, furni:
Union, London \$400
- ✓ 17. Mendocino co., farm prop'ty:
Continental \$600
- ✓ 16. Mendocino co., ranch dwg and conts:
Continental \$2,100
- ✓ 27. Modesto, fr dwg:
Westchester \$400
- ✓ 16. Modesto, dwg and conts:
Manchester \$400
- ✓ 1. Madera, blgs and mchy:
Palatine \$343
Springfield 600
- ✓ 17. Madera, restaurant:
Prussian National \$330
- ✓ 25. Monrovia, dwg:
London & Lancashire . . . \$225
- ✓ 125. Merced co., combined harvester:
Manchester \$600
- ✓ 24. Merced co., dwg, barn and conts:
German-American \$800
- ✓ 4. Monterey co., barn:
National, Hartford \$500
- ✓ 17. Nipomo, conts dwg:
Firemans Fund \$170
- ✓ 10. Oroville, fr dwg and stable:
Phenix, Br. \$140
- ✓ 23. Oakland, fr dwg:
Manchester \$1,000
- ✓ 23. (June) Oakland, dwg:
Royal \$275
- ✓ 18. Oakland, store blg:
Helvetia \$240
- ✓ 26. Oakland, dwg:
Sun, S. F. \$560
- ✓ 6. Placer co., fr dwg:
German-American \$300
12. Placer co., fr dwg and barn:
Phenix, Br. \$300
- ✓ Porterville, dwg:
National, Hartford \$775
- ✓ 18. Paso Robles, dwg:
Continental \$500
- ✓ 12. Pomono, fr blg:
Commercial Union \$150
- ✓ 17. Pasadena, hhd furni:
Aachen & Munich \$504
- ✓ 19. Riverside, dwg:
American, N. Y. \$2,500
- ✓ 1. Riverside, farm property:
Continental \$250
- ✓ 16. Riverside, barn:
Westchester \$400
- ✓ 1. Rio Dell, farm blgs:
National, Hartford \$1,100
- ✓ 2. Red Bluff, dwg:
Manufacturers \$575
- ✓ 5. Red Bluff, fr dwg and furni:
Palatine \$281
- ✓ 1. Red Bluff, blg:
London and Lancashire . . \$1,000
- ✓ 4. Redlands, fr dwg:
Northwestern National . . \$2,500
- ✓ 15. Sausalito, gen'l fire:
Palatine \$2,800
Westchester 750
Alliance 1,000
Fire Ass'n of Pa. 1,479
Prussian National 492
London & Lancashire . . . 325
- ✓ 18. Sausalito, blg:
Continental \$750
- ✓ 17. San Luis Obispo, blg:
Continental \$500
- ✓ 1. San Bernadino co., fr barn:
Phenix, Br. \$186
- ✓ 2. San Diego, farm property:
Continental \$675
- ✓ 3. San Benito co., barn:
Etna \$150
- ✓ 14. San Benito, farm property:
Continental \$650
- ✓ 1. San Joaquin co., fr dwg:
Manchester \$1,500
- ✓ 23. Stanislaus co., dwg and conts
Manchester \$1,800
- ✓ 14. Santa Clara, dwg:
Prussian National \$100
- ✓ 27. Selma, dwg and conts:
Firemans Fund \$500
- ✓ 7. San Juan Capistrano, brck dwg and conts:
Firemans Fund \$200
- ✓ 20. Santa Clara co., barn:
Etna \$200
- ✓ 21. Santa Cruz, fr dwg:
Commercial Union \$570
- ✓ 28. San Bernardino, fr blg:
Caledonian \$175
- ✓ 17. San Luis Obispo co., dwg, barn and conts:
Hartford \$475
- ✓ 125. San Luis Obispo, farm prop:
Continental \$300
- ✓ 25. Sonoma co., fr dwg and furn:
Phenix, Br. \$800
- ✓ 9. Solano, farm property:
Continental \$300
- ✓ 4. San Bernardino, fr dwg and conts:
Westchester \$500
- ✓ 16. Stockton, fr barn:
Home, N. Y. \$200
- ✓ 14. Stockton, fr dwg:
Fire Ass'n of Pa. \$469
- ✓ 120. Stockton, fr dwg:
Scottish Union \$167
- ✓ 1. Sacramento, stable:
National, Hartford \$156
- ✓ 130. Sacramento, lumber-yard:
Connecticut \$202
- ✓ 18. Sacramento, Chinese stock:
Patriotic \$196
Transatlantic 552
- ✓ 125. Sacramento, drug store:
Hartford \$1,343
Etna 856
- ✓ 12. Sacramento, stock clothing:
Northern \$333
- ✓ 21. Sacramento co., fr dwg:
American Central \$657
- ✓ 18. Sacramento, fr store:
Niagara \$450
- ✓ 125. Sacramento, brk store:
Niagara \$489
German-American 145
Manchester 1,300
- ✓ 13. Sacramento, brk blg:
Phenix, Br. \$398

| | |
|---|---------|
| 13. Sacramento, dwg and store bldg: | |
| Queen | \$789 |
| 14. Sacramento, fr blg: | |
| Lancashire | \$398 |
| 15. Sacramento, wines & liquors: | |
| Springfield | \$163 |
| 16. Sacramento, shop, furni and fixtures: | |
| Royal | \$168 |
| 17. San Jose, fr store blg: | |
| Liver'l & Lon. & Globe | \$500 |
| 18. San Jose, blg: | |
| Sun, S. F. | \$300 |
| 19. San Jose, mdse: | |
| Transatlantic | \$2,128 |
| 20. San Jose, store and stable: | |
| United Firemens | \$730 |
| 21. San Jose, fr barber shop: | |
| Alliance | \$111 |
| 22. San Jose, fr dwg and conts: | |
| Liver'l & Lon. & Globe | \$500 |
| 23. San Jose, fr notion store: | |
| Alliance | \$218 |
| 24. San Jose, fr blgs: | |
| N. Y. Underwriters | \$1,500 |
| 25. Santa Marguerita, fr hotel: | |
| Niagara | \$ 509 |
| Traders | 914 |
| Palatine | 1,828 |
| Milwaukee Mechanics | 467 |
| 26. Santa Rosa, horses and hay: | |
| Palatine | \$125 |
| 27. San Bernardino, fr dwg and conts: | |
| Liver'l & Lon. & Globe | \$500 |
| 28. Sacramento, stock of liquors: | |
| Merchants | \$163 |
| 29. Tehama co., fr dwg: | |
| Hartford | \$259 |
| 30. Tulare, dwg and conts: | |
| Firemans Fund | \$1,100 |
| 31. Tulare, fr dwg and conts: | |
| Liver'l & Lon. & Globe | \$392 |
| 32. Tiburon, fr blg: | |
| Springfield | \$750 |
| 33. Tulare co., fr dwg and barn: | |
| Norwich Union | \$602 |
| 34. Tulare, farm property: | |
| Continental | \$2,030 |
| 35. Ukiah, dwg: | |
| Connecticut | \$600 |
| 36. Ukiah, fr dwg: | |
| Northwestern National | \$1,000 |
| 37. Vallejo, school house and furni: | |
| National, Hartford | \$2,500 |
| Liver'l & Lon. & Globe | 2,750 |
| Home Mutual | 680 |

| | |
|--|-------|
| Phoenix, Hartford | 1,125 |
| Home, N. Y. | 1,125 |
| Springfield | 1,886 |
| Manchester | 500 |
| American, N. J. | 2,000 |
| 38. Visalia, brk store, saloon & gen'l mdse: | |
| Phoenix, Hartford | 938 |
| Sun, S. F. | 440 |
| Springfield | 166 |
| North German | 1,000 |
| Liver'l & Lon. & Globe | 195 |

| | |
|----------------------------------|-----------|
| 39. Vacaville, dwg: | |
| Etna | \$400 |
| 40. Watsonville, hay: | |
| Phenix, Br. | \$800 |
| 41. Wheatland, dwg and furni: | |
| National, Hartford | \$3,237 |
| 42. Yolo co., grain in field: | |
| Firemans Fund | 124 |
| London & Lancashire | 1,000 |
| Home Mutual | 815 |
| Hartford | 124 |
| Small losses | \$ 15,572 |
| Total California, S. F. excepted | \$165,722 |

SAN FRANCISCO.

| | |
|--------------------------------|---------|
| 43. Brewery: | |
| Aachen & Munich | \$189 |
| 44. Fr dwgs: | |
| Traders | \$201 |
| Merchants | 201 |
| 45. Millinery goods: | |
| North German | \$121 |
| Pennsylvania | 681 |
| 46. Dwg: | |
| Magdeburg | \$450 |
| 47. Mdse: | |
| Union, London | \$150 |
| 48. Dwgs: | |
| London & Lancashire | \$2,500 |
| 49. Furni and wearing apparel: | |
| Prussian National | \$658 |
| 50. Dwelling: | |
| Queen | \$265 |
| 51. Store building: | |
| Royal Exchange | \$553 |
| 52. Dwg: | |
| North German | \$342 |
| 53. Dwg and conts: | |
| Prussian National | \$500 |
| 54. Fr blg: | |
| Palatine | \$700 |
| 55. Hay barn: | |
| Royal Exchange | \$1,000 |
| 56. Dwg: | |
| London & Lancashire | \$500 |

| | |
|-----------------------------------|----------|
| 57. Stable and grocery: | |
| Hamburg-Magdeburg | \$750 |
| 58. Fr dwgs and conts (gen fire): | |
| London | \$3,000 |
| Hartford | 135 |
| N. Y. Underwriters | 1,650 |
| Phoenix, London | 1,205 |
| Hamburg-Magdeburg | 410 |
| Royal Exchange | 3,000 |
| Queen | 1,350 |
| Commercial Union | 800 |
| Hanover | 500 |
| German-American | 500 |
| Springfield | 1,007 |
| Etna | 534 |
| Northwestern National | 2,435 |
| Royal | 3,200 |
| Liver'l & Lon. & Globe | 557 |
| Fireman's Fund | 2,000 |
| Total | \$22,283 |
| 59. Hhd furni: | |
| Home N. Y. | \$417 |
| 60. Dwg: | |
| Manchester | \$1,050 |
| 61. Blg: | |
| Sun, S. F. | \$600 |
| 62. Fr blg: | |
| Agricultural | \$400 |
| 63. Fr dwg: | |
| Lancashire | \$330 |
| St. Paul | 330 |
| Agricultural | 550 |
| Caledonian | 330 |
| 64. Fr blg: | |
| Commercial Union | \$200 |
| 65. Stable: | |
| North German | \$200 |
| 66. Brewery: | |
| Aachen & Munich | \$105 |
| 67. Stock and furni: | |
| Prussian National | \$135 |
| 68. (June) Blg and conts: | |
| New Zealand | \$923 |
| 69. Hhd furni: | |
| New Zealand | \$145 |
| 70. Fr blgs and decorative glass | |
| Liver'l & Lon. & Globe | \$ 200 |
| London & Lancashire | 2,125 |
| Home Mutual | 2,625 |
| Scottish Union | 750 |
| Westchester | 1,483 |
| 71. Fr dwg: | |
| American Central | \$100 |
| 72. Hhd furni: | |
| London & Lancashire | \$400 |
| 73. Dwg: | |
| Royal Exchange | \$180 |
| 74. Dwg: | |
| Firemans Fund | \$870 |
| 75. Mdse: | |
| Transatlantic | \$100 |

| | |
|------------------------|-------|
| 18. Glassware: | |
| Patriotic | \$220 |
| 20. Cigar factory: | |
| Royal Exchange | \$200 |
| 22. Dwg and conts: | |
| Firemans Fund | \$425 |
| 24. Groceries: | |
| Hanover | \$350 |
| 26. Fr blg: | |
| American. Pa | \$200 |
| Phenix. Br | 100 |
| Greenwich | 150 |
| 28. Fr dwg and conts: | |
| Liver'l & Lon. & Globe | \$230 |
| Etna | 100 |
| Hartford | 775 |

| | |
|----------------------------|-----------|
| 23. Fr barn: | |
| Pennsylvania | \$800 |
| 29. Store blg: | |
| Helvetia | 300 |
| 27. Dwg: | |
| Home Mutual | \$750 |
| 31. Dwg: | |
| Queen | \$800 |
| Imperial & Lion, estimated | \$30,000 |
| Small losses | \$2,615 |
| Total San Francisco | \$64,920 |
| Total California | \$230,642 |
| Total Pacific Coast | \$430,263 |

Monthly Fire Losses.

| Month | 1894 | 1893 | 1892 |
|------------------|-------------|-------------|-------------|
| January | \$406,024 | \$367,760 | \$229,442 |
| February | 491,475 | 277,968 | 263,543 |
| March | 381,308 | 340,866 | 212,214 |
| First quarter | \$1,278,807 | \$986,594 | \$705,199 |
| April | 459,131 | 392,633 | 237,980 |
| May | 327,783 | 357,970 | 491,268 |
| June | 302,175 | 454,237 | 753,933 |
| Second quarter | \$1,089,089 | \$1,204,860 | \$1,502,281 |
| First six months | \$2,367,896 | \$2,191,454 | \$2,207,480 |
| July | 430,263 | 968,579 | 869,366 |

United States Fire Losses.

| | 1894 | 1893 |
|----------|--------------|--------------|
| January | \$10,662,700 | \$16,951,500 |
| February | 8,930,700 | 7,595,000 |
| March | 9,212,000 | 14,940,500 |
| April | 10,302,700 | 12,590,900 |
| May | 10,019,000 | 8,419,185 |
| June | 8,516,000 | 12,735,115 |
| Total | \$57,643,100 | \$73,232,200 |
| | | —Standard. |

Bill Nye on Adjusters.

An insurance adjuster is one who stands between the insured and immediate wealth. If it were not for the adjuster the insurance company would soon give way all its money and fetch up in the poorhouse. When notice of my loss was sent in the company wanted to pay me for the house, grounds and barn at once, but the adjuster said: "No; you must not give Mr. Nye all your money, for you would run short and be a vagrant inside of a year."

So the adjuster came. After awhile I convinced him that I did not set the house afire, and I could see that it was a relief to him, for

he was a man who loved to believe in his fellow-men.

I proved that my wife was very dangerously ill on the night of the fire, and that her life for three days had been despaired of, and so looking into my great, deep honest eyes he said: "Some men might say that you had selected this time to become a wealthy widower and skip, but I am not so soured against my fellow-men as that. I believe that if the house was set afire some one else did it."

I am insured in five companies besides the one that carries my piano, and so really there should have been six adjusters and the local agent in addition to the independent adjuster, but the climate here is so pure and bracing that one man can do the brain work of two, and so they did not all come.

The local agent and the adjuster, I find, are two different men. One is a social favorite and a pleasing conversationalist, while the other is a man who tells you how cheaply houses like yours can be built now-a-days.

The agent gives you all sorts of advantages over the company, and when the adjuster comes you find that those things, after all, were not put into the policy. He also takes you around behind the barn and shows you that, as a matter of fact, your policy has been vitiated seven or eight times the past year, but he will say nothing of that because you evidently did not set the house on fire yourself, and you seem to want to do better and live a purer life, so he will give you \$22 and pass receipts. Then he looks at his watch and says he must hurry away and make some other home happy with his ready John, and away he goes.

The agent and the adjuster are both lovely characters, but in a different way. One fixes it so that you will, in case of fire, be about \$1,000 better off, while the other makes you

feel so glad to think that the company has not slapped you into jail for fraud that you tremble all over till he goes away.

I was glad that all the adjusters did not come. If they had I would have been a poor man.

Once I had a house insured for \$15,000, and lightning struck one of the chimneys and destroyed the roof, the falling bricks cutting through the tin so that an entire new roof had to be put on. I had planned to go to Italy that summer, but I had to stay at home and prove that I did not tip that chimney over on the house myself in order to get a new roof.

Life insurance is not quite so bad, although I expect to be dug up by seven or eight different companies in order that they may be plumb sure that I am not playing possum on them.

When the adjusters went away I felt from what they said to me that I was a sort of janitor for these companies, and that if I did not use more care in protecting the property I would be discharged and another man put in my place.

Ancient Order of United Workmen.

The report of the California grand lodge of this beneficiary order shows a still further reduction of membership and insurance in force, and, consequently, an increase in the mortality rate. Every year now shows an increase of the death rate, and this untoward condition of the affairs of the order in this jurisdiction will continue as long as there is no increase of membership.

The following comparisons are instructive:

| | <i>Certificates.</i> | <i>Mortality per \$1,000.</i> |
|---------------|----------------------|-----------------------------------|
| Jan. 1, 1890— | 18,769 | 10.73 |
| " 1891— | 18,544 | 12.34 |
| " 1892— | 18,135 | 13.95 |
| " 1893— | 17,499 | 14.45 |
| " 1894— | 17,316 | 16.02 |

The order in this state has made a hard fight against the inevitable. Desperate efforts to secure "new blood" have been made, but the young men have declined to come in and pay the insurance rates which the old men should pay. Hence the increasing average age, the increasing mortality and cost. The order at large, or the new territory where the average age is low, pays the California assessments in excess of a stipulated number. This is true of a number of the older state lodges; otherwise there would be wholesale desertions.

The Ancient Order of United Workmen as a whole can not escape the unfavorable experi-

ence of the long established state lodges, like Tennessee, Texas, Pennsylvania, Illinois, Ohio, New York, Kentucky, California, and the Southeastern states. All that is required is age, which implies increasing cost and a falling-off of membership.

The British Columbia lodge was organized in 1892 with 676 members. The mortality rate per \$1,000 of insurance was 1.48 the first year and 10.32 last year, with 687 members.

Montana increased its membership from 3,198 to 3,467, but the death rate increased. This lodge was organized in 1891.

The Nevada lodge membership dropped from 3,465 to 1,194. There were 24 deaths, or 20 per 1,000 members.

Loss of membership is reported in

| | |
|-------------|--------------|
| California, | Georgia, |
| Alabama, | Mississippi, |
| Illinois. | Maryland, |
| Missouri, | Nevada, |
| New York, | Texas. |
| Wisconsin, | |

The supreme lodge jurisdiction reports 328,775 members or certificates, \$640,748,000 insurance in force, and 10.11 mortality per \$1,000 insurance in force. Gains in membership have been made as follows: In 1890, 19,485, or 8.5 per cent.; in 1891, 24,614, or 9.8 per cent.; in 1892, 32,423, or 12.0 per cent.; in 1893, 20,200, or 6.5 per cent. Last year's gain was therefore only half that of the previous year. The order must do better than this, or the death rate will soon overtake it, and dash it to pieces. It is a hopeless race in which death is bound to win. If the order cannot maintain a fairly uniform percentage of growth it is doomed. Just as soon as the new jurisdictions are thoroughly cultivated, the order must find new fields—or die. Recently the A. O. U. W. has established lodges in British Columbia and Manitoba. We need not be surprised to hear of the order planting itself in Australasia and perhaps in England. But the evil day of failure can only be postponed.

The difficulties pressing the order in California came to the surface at the recent meeting of the grand lodge in San Francisco. The increasing death rate is a "great trial." The cost—assessments and dues—is now greater than the net cost of regular life insurance. No man under 40 should join the order in California, or remain in it, for that matter, if he can procure insurance elsewhere.

The order is a good thing for the old men. The young men are paying for the old men's life insurance. It was not so when the order was young. These same old men were not re-

quired to pay more than the insurance was worth. They got it for less than cost because the order was rapidly growing; now they get it for a good deal less than cost because the younger men pay the bills.

But the order does not want the old men now. The burden of their insurance is a heavy one in all the older jurisdictions. The old men can not be forced out, but the order will not reinstate them. No man over 45 will be reinstated hereafter. Under age 45 the delinquent can be reinstated; over that age, this benevolent and fraternal order replies with the toe of its boot.

Determined efforts have recently been made to permit the issuance of \$1,000 certificates, and the reduction of a \$2,000 certificate to \$1,000, but the supreme lodge refused to allow the state lodges such option. The attempt to secure such option, though it failed, is a straw which shows the direction of the wind in the affairs of the Ancient Order of United Workmen. The order is weakening.

Colorado Views.

Deposits.—The large number of failures of insurance companies throughout the country the last year has confirmed the prevalent belief and conviction that deposits for the benefit of policyholders in this state should be made by every insurance company authorized to do business in this state. We are fixed in our belief that a deposit should be required, at least, of every foreign insurance company whose home office is outside of the United States. This amount should not be less than \$25,000 for every stock fire and life insurance company. This would, in a large measure, secure the policyholders in Colorado. We most respectfully urge our next assembly to pass such a law requiring such a deposit.

Fire Insurance Rates.—We recommended in our last report the adoption of the Universal Mercantile Schedule, and we still believe this contains the true solution of the question of fire rates. In view of the tremendous losses of fire insurance companies sustained throughout the year 1893, we have no word of censure or protest against the recent raising of fire rates in the city of Denver this spring. A fire loss in 1893 of over \$165,000,000 and the consequent enforced retirement of so many insurance companies from business, show plainly that either fire bugs are more numerous, or else that fire rates are too low. In our own little state, the withdrawal in two years of over \$6,000,000 of insurance capital from the protection of property, evidences clearly that

fire insurance is not receiving due and sufficient compensation for the investment of its capital.—Colorado Insurance Report.

Massachusetts Mutual Life Insurance Company.

Whatever the reader may seek in life insurance he will find offered by the Massachusetts Mutual of Springfield, to-wit: strength, age, liberal contracts and variety of forms.

The Massachusetts Mutual Life has recently established an agency in this field, with C. M. T. Parker as manager for California. He is prepared to offer desirable contracts to agents.

Since organized in 1851 this company has received from policyholders \$38,482,940 and has paid to policyholders \$24,482,168. The present assets plus payments to policyholders exceed the premium receipts. This is a good showing for the management, and is more than satisfactory to the policyholders.

In round numbers the annual statement of the Massachusetts Mutual is as follows: Assets, \$15,000,000; surplus, over \$1,000,000; income, \$3,600,000; disbursements \$3,000,000; insurance written, \$20,000,000; insurance in force, \$84,000,000.

Gains were made last year in assets, premiums, income, and insurance in force. In the last five years the insurance in force has gained 50 per cent.

Life Insurance Matters.

At the Chicago meeting of the National Life Association Col. Plympton said:

"Before Father Ransom, Col. Carpenter, Major Calef and a few others met together in Boston to organize the parent association, the life underwriters were a set of insurance Ishmaelites. Truly their hands were against all men of their vocation and all men of their kind were against them. To bring such discordant elements together was no easy task, but it was accomplished. Continued rubbing against each other wears off the angles of anything, and personal contact with each other never fails to convince us that almost every man has some good in him. Too much was not attempted. Personal acquaintance and good fellowship were the prime qualities needed for success. We found out that our time could be spent to better advantage than to consume it in abusing each other and maligning the companies we severally represented. The story of the Kentucky colonel who treated a young man to a drink of whisky points the moral. The whisky was fiery and

as it burnt its way down the young man caught his breath and exclaimed, 'Colonel, that whisky is no good!' Drawing himself to his full height and assuming an air of dignity that would chill an iceberg the colonel replied, 'Young man, you talk like a damned fool! There is whisky that is good and whisky that is not so good, but all whisky is good.'

'And so it is with insurance. We may feel very confident that our own company and its plans are the best—and I believe to attain success every agent should be thoroughly loyal and thoroughly believe in the company he represents, but to deny to others all good repute and established solvency is folly. To bring about a complete union of sentiment that all insurance is good and that all insurance men can be equally good if they will only try is the first step toward a successful organization. Social intercourse, good fellowship and persistent endeavor to elevate the standard of business methods is about all we can hope to accomplish. That we have brought about this much of what we hoped to accomplish is evident in the spirit of this meeting.'

* * *

The following Coast figures are culled from the Investigator life chart, of companies in the lead in insurance in force and new business:

Oregon—Northwestern, \$2,932,582. New business, Mutual Life, \$1,428,425.

Washington—Northwestern, \$2,525,074. New business, Massachusetts Mutual, \$881,500.

Idaho—Northwestern, \$138,587. New business, Travelers, \$53,200.

Montana—Equitable, \$4,030,755. New business, New York Life, \$972,000.

Colorado—Equitable, \$9,699,702. New business, Equitable, \$2,399,132.

New Mexico—Mutual Life, \$2,449,233. New business, New York Life, \$752,500.

Arizona—Union Mutual, \$216,713. New business, Union Mutual, \$107,132.

Nevada—Mutual Life, \$709,102. New business, New York Life, \$138,500.

To which we add—

California—Mutual Life, \$26,887,052. New business, New York Life, \$7,920,440.

Longevity.

Can the constitutional inheritance or life-time of organs be discovered by external appearances?—To this question Dr. Morris answered, Certainly, in the majority of cases. In the first place, by studying the physiological relations of the organs of the body and

their mutual influences; second, by observing the external manifestations; also by family history of longevity. A person whose ancestors were long-lived on both sides would, as a rule, be both healthy and long-lived, and able to endure much hardship and grave maladies. On the other hand, those who inherited short life could not by any prescribed system of living protract their short-life inheritance. General average law did not form a basis for estimating individual longevity. Lucas had stated that the average life depended upon locality, hygiene, and civilization. But individual longevity was entirely exempt from these conditions. Everything tended to show that long life was the result of the initial principle of vitality which privileged individuals had received at their birth, and this was so deeply imprinted in their nature as to make itself apparent in every part of their organism. It was not the habit of the man who was excitable and always in a hurry which made his life a greater risk than that of a calm, philosophical person; it was rather the inherited quality which led to the difference in behaviour and, in the case of the philosophical person, gave long life.

Life Notes.

The recent death of Chief Justice Coleridge of England recalls the fact that, in a decision, he referred to the certificate of the Mutual Reserve Fund Life Association of New York as "full of pitfalls for the unwary."

The well-to-do Chinese in this country have taken kindly to life insurance. A number of merchants are insured. They have mastered the mysteries of reserves and cash surrenders and paid-up policies and options and semi-tontines and quinquennial dividends.

The frequency of sales of life insurance policies at auction in England suggests the inquiry, Why do not the English companies buy these policies of embarrassed men at their reserve value, and thus prevent a speculation which looks like a very objectionable form of gambling?

The Pittsburg Life Underwriters Association sends greetings to the profession, and begs to inform them that they have established head-quarters in the Times building, and propose to maintain a Bureau of Information for the purpose of securing rooms and meals for any one who may desire to attend the National Encampment of the G. A. R., to be held in Pittsburg on Sept. 10, 1894. Ad-

dress all communications to Austin Pearce, Chairman, Union Central Life, 36 Sixth street, room 3.

On July 4 the Mutual Life of New York had paid \$147,228,000 claims and \$34,000,000 endowments.

There are 40,673 life insurance agents in the United States, of whom 1,793 are general agents.

The queen of Great Britain and Ireland is insured in every life office in the kingdom—or queendom.

A new life assurance compaay has just been founded in Amsterdam—De Nederlandsche Verzekerings-Maatsch appij tot witkeering gedurende het leven en bij het overlijen. The share capital is 25,000fl.

In June the New York Life paid eighteen claims on the lives of men who had been insured less than one year. They had passed strict examinations. Take this fact home to yourself if you are uninsured.

The American Union Life of New York (Armstrong's) has begun business. It has a temperance department, with ex-Gov. St. John of Kansas in charge—that is to say, "pulling" for the new scheme.

The Equitable Life has withdrawn from Prussia, because of a technical ruling of the German government calling for a report of the company's business in classes not existing and which cannot be legally created.

Supt. Snider of Kansas will go gunning for all the American life insurance companies, subjecting them to a thorough and profitable examination. Now is a good time to contribute to the Populist election fund.

The Penn Mutual issued 9,129 new policies in 1893, but the applicants refused to take 1,495 of them. Perhaps they heard that the agent had "given the other fellow" a bigger rebate. Over 3,000 policies lapsed, and the surplus fell off some \$200,000. A large number of policies were surrendered. Do big rebates make small dividends?

At the convention of agents of the Northwestern Mutual Life Insurance Company, at Milwaukee, July 17th, 18th and 19th, Mr. George Pick of the Wisconsin agency bore off for the second time consecutively the prize offered by this company for the largest amount of new business obtained by personal solicitation during the twelve months previous.

The Northwestern Mutual Life will build in Omaha. Why not in San Francisco?

A. W. Kimball, of the home office, has been appointed general agent of the Northwestern Mutual for Illinois.

About the brightest little company paper that comes to us is Our Monthly of Toronto, printed by a Canadian company.

The New York insurance department is leisurely conducting an examination of the affairs of the Equitable and Mutual Life companies.

The insurance commissioners fire their little popgun reports at the big companies, and the managers thereof smile and smile and preserve their tempers.

The People's Mutual Life Insurance Company, of New York, is the latest announcement. Why not call it the Populist, Mr. Voight, and be in the swim?

The several state insurance commissioners invited to examine the New York Life Insurance Co. have begun their work. This is the beginning of the preparations for the jubilee year of the company. The several departments represented at the examination are Massachusetts, Missouri, Illinois, Ohio, Kentucky, Texas and Kansas.

The Commercial Alliance, formerly assessment, latterly capitalized and "old line," is impaired. It has been reinsuring too many assessment companies, and yet its business has been on the down grade. The Coast Review called attention to this fact several months ago. The Commercial Alliance is represented here, but does no business worth mentioning.

The Citizens' Life Assurance Co., of Melbourne, Victoria, claims to be the largest industrial company in the southern hemisphere. It has a temperance section, embracing "persons who are able to declare that they have wholly abstained from the use of alcoholic beverages for a period of three years prior to the date of the proposal, and that they intend to continue the habit of abstinence." Rates are the same with abstainers and non-abstainers.

Assessment Items.

The American Order of Druids is coasting down hill.

The Masonic Assurance Association of New York is among recent failures.

The Canadian Masonic, of Ontario, has given up the assessment plan.

Thirty-three per cent. increase of cost in the Mutual Reserve Fund since 1887.

The Bankers Alliance, of Los Angeles, has abandoned fluctuating assessments.

Rapidly increasing death rate in the Insurance Clerk's Mut. Ben. Ass'n, of New York.

The Switchmen's Mutual Aid Association of North America has failed with a shortage of \$32,500. Next!

The F. H. Leavenworth Pocket Chart of Co-operatives, Detroit, Mich., is a useful publication from which we propose to draw some figurative arguments.

The membership of the Mutual Reserve Fund increases but the death rate does not decrease. This is an indication of a critical state of affairs. The average age is increasing. The Bay State Beneficiary had the same experience.

The heirs of C. M. Balford, of Colorado Springs, Colo., have brought suit against Geo. W. Reed and other "grand officers" of the Knights of Columbia of Topeka, Kan. They are charged with fraud in failing to levy assessments on Balford's and nine other deaths. Reed organized the order in Topeka three years ago. Supt. Snider, "where are you at" in this matter!

The grand regent of the Royal Arcanum says, in an appeal to the members to bring in fresh victims: "Do you desire that the number of your assessments shall be greatly increased? Each year the average age is increasing. If this continues it means that in the near future the number of our assessments must increase. Arouse yourselves, realizing that upon you depends the perpetuity of our order."

Minnesota has thirty-seven assessment companies, fifteen of which are casualty. Fifty-seven additional assessment companies from other states levy assessments on Minnesotans. Insurance Commissioner Smith says of some of these associations: "They have *never paid the full amount* of the face of their certificates and apparently never will, being organized more for the purpose of paying salaries to officers than losses to policyholders. This latter class of companies quibble over every loss and generally end by compromising for a small amount of the money due."

The Life and Annuity Association of Oakland had \$5,000 deposited with the state treasurer, but the law and the deposit do not seem to have protected a single member of the association to the extent of a single cent. The lawyers will devour that deposit kernel.

Suit has been begun in Montreal against the Massachusetts Benefit Life Association of Boston, for \$20,000, on policies transferred to the creditors of the deceased member. Defendant association says the policies were not legally obtained, and that the insurance was the result of impersonation and a conspiracy of the Liberals of Quebec. This is a queer case, and an astonishing defense.

The Vigilant for July contains an article with flaming headlines, such as, "What does it mean? 28,542 lines of advertisements in one week! Mutual Reserve's advertising bills, at publisher's rates, figure twelve times as much as those of the Mutual Life and Equitable Life combined. The new 'Mutual Reserve Fund building,' announced on the walls and advertised as such, is only leased, not owned by the association."

When assessments were jumping and members were kicking, the Mutual Reserve Fund Life issued explanatory circulars, first attributing the extraordinary death rate to pneumonia, then to la grippe. These epidemics helped the association out of the mortality hole. We suggest to Mr. Harper that he now issue a circular giving the "unusual prevalence" of the new disorder, appendicitis, as the cause of any needed double assessment. La grippe and pneumonia wont go next time, dontcher know.

New Publications.

Iowa Insurance Report, C. G. McCarthy, auditor of State. Contains the laws of '90 and '94.

Philadelphia and Pennsylvania Insurance Directory, Review Pub. Co. Brokers, companies, and Philadelphia fires.

Insurance Record Directory of New York and suburban towns. Price 25 cents. Companies, agencies, brokers, boards, etc.

The Standard Insurance Directory of Boston and New England. Price one dollar. Contains companies, agents, brokers and towns.

Kansas Insurance Report, S. H. Snider, Supt. Assessment and regular life companies' statements not segregated. Mr. Snider is color blind.

The Fortnight, a new London "journal of insurance, science, literature and art," by T. M. Macdonald, formerly editor The Observer. A handsome sheet.

Pocket Chart of Co-operative Life, Accident and Fraternal Associations. Five years' figures; 96 pages; 25 cents; F. H. Leavenworth Pub. Co., Detroit.

Surveyor Insurance Directory of New York and New Jersey. Hall & Roberts, 58 William street. Price, one dollar. Towns, fire departments, agents, etc.

Investigator Life Insurance Chart, Chicago; 126 pages; price 50 cents. Greatly improved. Five years' figures; business of companies as a whole and by states.

Business, a new monthly published in London by A. Arthur Reade, who parts his name in the middle and gets out a handsome paper in the interest of life and industrial insurance.

Illinois Life Insurance Report, B. K. Durfee superintendent. This state holds \$100,000 of the National Life of Washington, D. C. Mr. Durfee calls assessment insurance the pilot fish of life insurance. Sucker fish is a better name.

Insurance Report of Colorado, F. M. Goodykoontz, Superintendent. The exaction of a \$25,000 deposit from every company is recommended, and the "true solution of the question of fire rates" is declared to be contained in the universal mercantile schedule.

Annual Cyclopaedia of Insurance in the United States. H. R. Hayden, Hartford, publisher. Nearly 700 pages containing a directory of companies and their figures for several years; legal decisions and legislation of 1893; and a great deal of personal and general matter. This book is a very convenient record of the year, and contains much additional matter for which every underwriter finds occasional need.

Life Insurance: the System, One; the Methods, Many. By Geo. D. Eldridge; 240 pages, flexible binding. Mr. E., we believe, is the editor of the Guardian of Boston. The origin of assessment insurance is placed at 1866. The author speaks of assessment or flexible-premium insurance as if it still survived outside of "fraternal" insurance. This book is an interesting contribution to life insurance literature.

Pacific Coast Chips.

—E. W. Carpenter remains in feeble health.
—Geo. F. Ashton has been visiting the Northwest.

—Chief Lillis of the Tacoma fire department has resigned.

—A new endowment scheme is being organized in San Francisco.

—George Seybolt was recently appointed California general agent of the American Surety.

—The National Surety Co. of Kansas City is here, with Youngburg & Borland as representatives.

—The Fidelity & Deposit Co. of Baltimore is a new-comer, with Voss, Conrad & Co. as general agents.

—The Tokio Marine Ins. Co. has been admitted to California, with M. A. Newell as general agent.

—The National Accident Society of New York is here, in care of Charles Thorn, Jr. A "thorny" path without roses.

—The Merchants Life Association of St. Louis will attempt to "astonish the natives." G. Q. Stewart has been appointed agent. Who is the one and what is the other?

—The Coast has the man who appears to have been the "boss" local agent. He was born a mile or two out of Chicago, went to California in 1874, settled at Fresno, and become the local agent of forty-three insurance companies. And then he became the special, the assistant secretary, the secretary and vice-president of a company. The company is named Fireman's Fund and the man Bernard Faymonville.—K. C. Insurance Magazine.

—A young man has been swindling San Franciscans by representing himself as a relation—a "poor relation," it transpires when he asks for a loan. He or his "pard" tried the game on Manager Watt by representing himself as the son of an officer of the Norwich Union, temporarily without means on account of the stoppage of mails by the strike. He was asked to call at the office and answer a few questions, but that was the last seen of him. Some time ago we recorded a similar scheme by a trickster who called at the homes of general agents and, representing himself as a local agent of the company, from an interior town, ask for the loan of \$5 until next day, when he would call at the office and be identified.

—Midsummer Madness. — That was a good name for the railroad "sympathetic strike."

—Which is it—Snoqualmie or Snoqualime? We find it both ways in succeeding lines in the Seattle P.-I.

—Local agents in reporting fires trust to their memory of date, judging from the varying office records of the same fire.

—The Glenn Falls (Voss, Conrad & Co., agents) reports July 1, \$2,339,520 assets and \$1,320,916 net surplus, a gain of \$50,000.

—Louis Cerf has sued Daniel S. O'Callaghan for \$3,863, on a life insurance agency contract covering Sutter and Yuba counties.

—The Northwestern Mutual Life of Milwaukee (Clarence Smith, general agent) makes a semi-annual report showing large gains in assets and surplus, to wit: assets, \$68,766,920, a gain of \$4,700,000; surplus, \$13,320,387, a gain of \$2,000,000; excess of income over disbursements, \$3,936,057.

—The United States branch of the Hamburg-Bremen, of which Rudolph Herald, Jr., is the general agent, reports gains in assets and surplus in its semi-annual statements of July 1. The assets are now \$1,270,565, a gain of \$40,000. Surplus, \$383,249, a gain of \$103,000. Income over losses and expenses, \$53,812.

—A correspondent in southern California asks for some late information about the American Legion of Honor. We have nothing new, at present, to impart to our correspondent. The membership fell off 500 last year, and the insurance in force declined accordingly. The claims unpaid on January 1 were \$108,500.

—One Swift, a Tacoma man, has sued the P. I. U. and General Agent Bertheau for \$20,000 alleged damages, because of a confidential circular of the Union calling the attention to the delinquency of the insured in the matter of premiums, and his consequent ineligibility under Sec. 1, Art. 4, until he paid the unearned premium. The judicial race will not be to the Swift we think.

—General Agent Herold, who has just returned from the East, reports the underwriting situation much improved. Losses have decreased and business is picking up. The fire offices generally report an increase of surplus, and the feeling is decidedly hopeful. The tariff associations are doing good work, and the three-fourths clause and stiffened rates are contributing to handsome balance sheets.

—Business in Washington begins to show signs of reviving.

—August Straus, president Insurance Herald, Louisville, is visiting California.

—W. S. Pond has been appointed agent for the Mutual Life at Seattle.

—General Agent Gray of the Washington Life celebrated his 60th birthday last month.

—Adjuster Wetzlar has been busy in the Northwest lately, but is at home again.

—The cost of maintaining the San Francisco fire alarm system during the last twelve months was \$14,739.

—The semi-annual statement of the Milwaukee Mechanics shows a gain of \$20,639 in assets and \$35,521 gain in net surplus since January 1. General Agents Warren & Lanktree are rejoicing accordingly. The Milwaukee Mechanics now has \$2,020,649 assets, of which \$1,038,103 is net surplus. This is a good report in a time of bad report.

—Boise City, Idaho, refused to pay the water company for water for fire protection, and the company thereupon ceased filling its upper reservoir, which holds 550,000 gals. of water and has a pressure of 167. The Pacific Insurance Union took a hand in the controversy and raised rates 25 per cent. to meet the increased hazard. When the present water system was put in several years ago insurance rates were lowered 15 per cent. The city will probably pay the water company the rate fixed by the commissioners—\$2,200 a year for 55 hydrants.

—J. G. Edwards, publisher of the Coast Review, suffered a painful accident a few days ago, while deer hunting. Running down a mountain side, "to be in at the death," he fell and rolled some distance. Rising, he discovered his left arm to be dislocated. A physician subsequently found that the shoulder was broken. For the next eight weeks the arm must be carried in a sling. As Mr. Edwards is a cripple in the right arm also, he is peculiarly unfortunate.

—Fire Underwriters' Inspection Bureau of San Francisco reports for six months ending June 30, 3,221 changes secured, 8,683 inspections, 1,986 buildings surveyed for the P. I. U., 45 gasoline stoves abolished, 25 communicating openings bricked up, 369 gas jets made safe, 163 defective chimneys repaired, 156 stovepipes removed or repaired, and numerous other changes which help to reduce the fire loss of San Francisco.

—Another monster log raft is a-building at Astoria, bound for San Francisco. "Brokers need not apply."

—A number of clerks have been "let out" at the Pacific Insurance Union offices in this city, owing to decrease of business.

—Wm. Frank, of the firm of Gutte & Frank, general agents, goes to Germany on a pleasure trip, August 15. Mr. Frank's family accompany him.

—The Midwinter Fair buildings are still standing—a standing temptation to incendiaries. Happily, a fire would not endanger property outside the park.

—Gen. Agent A. E. Magill of the Home and Phoenix is at Manitou, Colo., where he met his brother H. M. Magill, of Cincinnati, Western agent of the Phoenix.

—The A. O. U. W., Cal., has levied three assessments for August. The California jurisdiction, being decrepit, is in receipt of alms from the national jurisdiction.

—Mrs. Eugene Avey of San Francisco has sued the Massachusetts Benefit Life Association to recover \$10,000 insurance on the life of her late husband. Other companies have paid.

—Santa Rosa and Petaluma insurance agents advertise on the fences and mile-posts, as "the oldest," "the leading," and so many miles to Blank, fire, life and accident insurance agent.

—Inquiry at the office of the insurance department discloses the reassuring fact that the Mutual Fire of New York and the "me too" Broadway are still authorized to transact business in California, and are supposed to be still doing business here.

—We print a large number of fires this month, but the total loss is small—only about half the usual July total. Coast losses so far this year have been less than for the corresponding time in 1893 and 1892. The favorable experience in July gives a much more favorable outlook than a month ago.

—An English government investigating committee finds that American petroleum sold in England ignites readily at 88 deg. F., an inferior quality of oil which, the committee says, the Americans will not consent to use. Americans, who hold the Standard Oil trust in affectionate regard, will be sorry to hear of the poor thing's loss of business over-sea. Maybe some of that bad oil sold in the hot districts of California was intended for the English trade.

—The Coast agency of the London Guarantee & Accident has been placed with R. Sloan, who brought the Union Casualty here.

—The Home of New York (A. E. Magill, general agent) reports \$754,732 net surplus on July 1, a gain of \$200,000 in the six months.

—The Orient of Hartford (W. J. Callingham, general agent) reports a net surplus of \$407,153, a gain of about \$100,000 since January 1.

—Secretary Price of Washington is complimented for securing the conviction of Manager Hopkins of the Farmers Ins. Co. of Spokane. What about the other fellows?

—The semi-annual statement of the American branch of the Caledonian (Balfour, Guthrie & Co., agents) shows \$2,378,390 assets and \$504,476 net surplus. Very large gains since January 1—\$500,000 in assets and \$135,000 in surplus.

—The Straits Fire has reinsured in the Commercial Union. The shareholders receive back their \$400,000 capital, and a dividend. A. S. Murray, formerly Coast agent of the South British, has been manager for some time past.

—The Continental of New York (W. S. DuVal, Coast manager) gives as results of six months' business: increase assets, \$143,623; increase marked value of securities, \$396; increase net surplus, \$173,789; increase premiums, \$91,560. Total assets, \$6,576,794; net surplus, \$1,750,384.

—Occasionally a run is made on some number of the Coast Review for some unknown reason, and our extra copies are all disposed of. We find that we are out of the August, 1893, number. Have you a back number of that date to spare us for a subscriber who is literally crying for it?

—An attempt was made to start a big fire in Ogden by incendiaries, last month. The hose was cut several times. Great strikes cause incendiary fires, it has been said; but there were none in Sacramento nor in Oakland during the recent strike, though both towns were hot-beds of strife.

—The new fire-boat Vaughn has been placed in service at Portland. The crew are quartered in a house-boat moored along side, and will not be permitted to leave the boat night or day. The Vaughn can pass beneath all the bridges but the steel one, so there will be no delay on account of closed bridges. She has an Amoskeag engine on the after deck, and power for the pump is generated in the tug's engine.

—Just after we went to press last month Gen'l Agent Forbes of the Mutual Life telegraphed to President McCurdy the inquiry, Do Mutual Life policies cover, without extra charge, militia men and deputy marshals called to protect against strikers? Mr. McCurdy replied in the affirmative, authorizing Mr. Forbes to issue free permits.

—The recent dwelling-house general fire in San Francisco should impress city householders with the importance of full insurance. It is possible even in San Francisco for a dwelling and contents to be wholly destroyed by fire. It is a pity that the average San Franciscan does not know that 40 per cent. of the city fire loss is not covered by insurance.

—Spokane is said to be exceedingly quiet now, and the mortgage companies are foreclosing on some of the large buildings put up during the boom. These foreclosures may be bad for the owners, but the city as a whole may be the gainer in the long run. But what will be the effect on underwriting interests? Will premiums be thereby diverted to some Eastern trust-patronized channel?

—A local agent writes to the Coast Review as follows: "On or about the first of May we received information that the Guardian would withdraw from the United States. We at once wrote to the Landers combination asking if the report was true. They replied assuring us that the report was false, and have written us several times since assuring us the Guardian was here to stay. Yesterday (July 18) Commodore Matthews wrote us that the Guardian has withdrawn, and asked us to turn over our supplies to the Sun Fire agent. We did so. To-day we find that Landers has sent several Sun Fire policies as substitutes for Guardian policies which we had issued to our customers."

—Mrs. Cora Nixon, of Seattle, has sued the Equitable Life for \$10,000 insurance on the life of her husband, who died three years and three months ago. What recent legal decision has prompted this action?

—The reported withdrawal of the Imperial from the United States has been contradicted. This rumor was in circulation in San Francisco in June, but the Coast Review declined to print it because there appeared to be no foundation for it.

—Wm. L. Chalmers, for many years a resident of this city, has permanently located at Portland, as an independent adjuster. Mr. Chalmers is one of the oldest and most experienced adjusters in the country, and he deserves to do well in his new home.

—Bankers Alliance, Los Angeles.—The Coast Review erred last month in crediting this association with \$23,725 losses not adjusted. There were ten death losses in 1892, not "one" as stated. The losses in course of adjustment on January 1 were \$10,000.

—We have an admirable legal digest this month, including all recent cases up to date. The reading of this monthly digest of insurance decisions is of itself "a liberal education" for the local insurance agent. It will make him careful in the writing of policies and in representations to the insured and insurer.

—A local agent in the Northwest, formerly representing the Guardian, advertises:

TO THE PUBLIC:

The Guardian has not reinsured its Pacific Coast business in the Sun Fire Office, as a well-known bladder-skite has been trying to make the Guardian policyholders believe. . . . Through infidelity, inability and ecclesiastical vanity on the part of certain of its United States management, the Guardian," etc.

WANTED!==

General Agent for Southern California.

THE HOME LIFE INSURANCE COMPANY of New York wants a *Live, energetic and reliable Agent* for above mentioned territory and will give a liberal contract to the right person. Address, with particulars as to record, etc.,

W. H. DUNPHY,

Manager, 3 and 4 Flood Building, San Francisco, Cal.

The Coast Review.

A MONTHLY JOURNAL

DEVOTED TO

ALL KINDS OF INSURANCE THAT INSURES.

TWENTY-FOURTH YEAR OF PUBLICATION.

Printed about
the 9th

and mailed about

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J. G. EDWARDS, Proprietor.

Pacific Mutual Building, San Francisco, Cal.

TELEPHONE NO. 1530.

TERMS:

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Postage added

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VOL. 48.

SEPTEMBER, 1894.

NO. 3.

The Otey Manual.

Following are a few of the testimonials volunteered by local agents and others:

L. R. Grimes, Ellensburg, Wash.: The Otey manual supplies a long-felt want.

Chas. F. Burton, Billings, Mon.: I have gone through it and find it very useful. It is now on my desk for reference.

Craig Bros., Pasadena, Cal.: We have found it a great help.

J. B. Fuller, Marysville: Of great benefit.

C. W. Maxon, Oceanside, Cal.: It is certainly perfection in its line.

Geo. C. Ramsey, Bozeman, Mon.: Valuable. Contains many suggestions of importance to local agent.

Wooster & Ensign, San Jose, Cal.: The Otey manual contains many suggestions not to be obtained from any other source.

S. A. Stewart, Elsinore, Cal.: I could not well do without it.

Allard & Gibson, Eureka, Cal.: It is concisely perfect.

Geo. W. Neff, Logan, Utah: It fills the bill.

Jas. F. Ferguson, Baker City, Or.: I find within its pages a vast amount of useful information. I have never seen anything else that would render the local agent as much assistance in the prosecution of his work intelligently.

Cummings & Vaught, New Orleans, La.: We keep it ready at hand, referring to it frequently, using it as an authority.

P. J. Macmahon, Laredo, Tex.: It is clear and explicit

Digest of Recent Insurance Decisions.

Fire.

THREE DAYS' VACANCY.

East Texas v. Kempner, Tex. S. C.—A policy providing that it shall "at once become null and void," and the unearned premium, be returned, if the premises become vacant without consent of the company, is avoided by a vacancy of three days, incident to a change of tenants. 27 S. W. R. 122.

ASSIGNMENT—AGENT'S AUTHORITY.

C. & A. Co. v. United States, Tex. C. Ci. A.—Though an order by a creditor on a debtor's agent be not a legal assignment of part of the debt, yet, where there is evidence to show that such was the intent of the creditor, and that it was so accepted by the agent, it should be left to the jury whether it was an equitable assignment.

An agent of a company whose power of attorney authorizes him "to renew and consent to the transfer of policies of insurance" is acting within his authority when he receives notice of an assignment by an insured of part of the money due on a loss,

so as to make such notice notice to the company.

In case of an assignment by a creditor of part of the debt by notice to an agent of the debtor, it is not necessary that the agent agree to it "as agent" in order to bind the debtor. 27 S. W. R. 146.

TITLE.

Knop v. National, Mich. S. C.—A policy which provides that it shall be void "if the interest of the insured be other than unconditional and sole ownership," issued on a dwelling, to one who holds the land under contract only, is not void, where he made no written application, and no representations as to ownership.

Nor does the fact that after loss the assured stated, in an affidavit, that he was the sole and unconditional owner, prevent a recovery for such loss, since such statement could not prejudice the insurer.

In an action on a policy issued on a dwelling and household effects, defendant demanded a bill of particulars. The bill furnished was obscure and evasive, and gave no additional information. Held, that it was error to admit proof of the contents of the dwelling, over an objection that the bill of particulars described the articles for which recovery was sought as "contents of house."

The fact that defendant had a list of the lost articles, furnished by plaintiff, did not make such evidence admissible, where, after the list was furnished, a number of articles described in it were, to plaintiff's knowledge, discovered secreted in a barn on the premises. 59 N. W. R. 652.

In this case a number of articles described as burned were found secreted in a barn on the premises. New trial granted.

PROOFS OF LOSS.

Phenix v. Benevolent Society, Neb. S. C.—Where a policy simply requires that notice of loss shall be given to the company at a specified office in writing, and that payment shall be made upon receipt of proper proof, and does not specify otherwise of what such notice and proof shall consist, if notice of the loss be sent

in writing to the office specified, and the company makes no objection on account of the form of the notice, and makes no demand for other or further proof, such notice is a sufficient compliance with the terms of the policy.

This rule held to apply where oral notice was given to the local agent of the company, and he, at the request of the insured, communicated the fact of the loss, in writing, to the specified office of the company; it being held that, without regard to his authority as agent of the company, the facts proved constituted him the agent of the insured to give notice of loss.

A clause in a policy prohibiting agents from waiving any of its terms or conditions does not prevent the insured from showing that the company, through its proper agents, accepted acts of the insured as a sufficient compliance with the terms of the policy.

LIMITATION CLAUSE.

Where a policy provides that no action shall be sustained unless commenced within six months after a loss shall occur, if the insured is reasonably induced by the conduct or statements of the company's agents to believe that the claim will be paid without suit, and therefore withheld bringing suit until after that period, the insurer will, in such case, be estopped from claiming the benefit of such clause in the policy. 59 N. W. R. 752.

EXPLOSION OF GAS.

Heur v. Westchester, Ill. S. C.—Where a policy provides that the insurer shall not be liable for loss caused by "explosion of any kind, unless fire ensues, and then for the loss or damage by fire only," no liability exists for damage done by an explosion produced by the ignition of a match in a room filled with illuminating gas, since the explosion of the gas, and not the lighting of the match, is the proximate cause of the loss. 37 N. E. R. 873.

PRODUCING BILLS.

Langan v. Royal, Pa. S. C.—A policy stipulated that the assured, when required, should exhibit to any person des-

ignated by the company the remains of any property described, and produce all books, bills, invoices, or other vouchers, or certified copies, if originals were lost. Plaintiff was called on by defendant for duplicate bills of articles contained in his statement of loss, but produced none. Held, that he was bound to show that he had made a reasonable effort to obtain the duplicates and failed. 29 A. R. 710.

SEPARATE CONTRACTS.

Nappanee Co. v. Vernon, Ind. A. C.—Where a policy insures a furniture company in the sum of \$1,000, and the amounts for which the factory, machinery, apparatus, and furniture are insured are separately stated, and permission is granted to assured to erect a warehouse, "to be insured under the policy," the separate items constitute separate contracts of insurance, and the warehouse subsequently constructed is not insured. 37 N. E. R. 1064.

*

Life.

INSURABLE INTEREST.

Mayer v. Manhattan, Tex. S. C.—Where the beneficiary of a life insurance policy had no insurable interest, and the father of such beneficiary paid the first annual premium, and was to pay the premiums thereafter, the heirs of the assured can recover the money due on the policy on his death, in preference to such beneficiary. 27 S. W. R. 124.

LIABILITY.

Jacobs v. New York Life, Miss. S. C.—A company is not liable where the application provides that there shall be no liability until it is approved and accepted, and the applicant dies pending its consideration. 15 S. R. 639.

INSURABLE INTEREST.

Mutual Life v. Blodgett, Tex. C. of C. A.—Where a life policy recites that it is issued on the application of the insured, and the company takes the note of the beneficiary, a grandson of the insured, in payment for the first premium, there being no deception as to the real party to the insurance, the company is estopped to

deny that the policy was issued on the application of the insured.

As an insured may make a person who has no insurable interest in his life the beneficiary in the life policy, the fact that the premiums are paid by such beneficiary does not render the policy void, but the courts will consider him a trustee for the benefit of those legally entitled to the policy. 27 S. W. R. 286.

*

Steam Boiler Insurance.

Hartford S. B. v. Lasher, Vt. S. C.—Defendant applied for insurance against damage arising from the explosion of its boiler, and plaintiff deposited in the mail a letter containing the policy applied for, and the report of plaintiff's inspector, who had examined the boiler, and suggested certain changes in the settling of the boiler. Held a completed contract of insurance, and that such report was not a condition precedent, on the fulfillment of which the contract was to take effect.

Mortgaging insured property is not in violation of a clause of the policy avoiding it if the title of the property is transferred or changed without the insurer's consent. 29 A. R. 629.

*

Mutual Accident.

U. S. Mutual v. Mueller, Ill. S. C.—Where the by-laws of a mutual benefit association provide for forfeiture of membership if the member fails to pay any assessment "within 30 days from the date of the notice thereof," a notice which is mailed so as to reach the insured November 30th, and which demands payment on or before December 28th, is not sufficient to sustain a forfeiture, since the "date" of the notice is the time when it is or could be received.

Where a mutual benefit society urges its members to deposit money with it in advance of the assessments, and agrees to apply such deposits to the payment of future assessments, a notice demanding three dollars from a member, that being the full amount of the assessment, when the member has one dollar deposited with

the society, is invalid as demanding more than is due. 37 N. E. R. 882.

IMMEDIATE NOTICE.

McFarland v. U. S. Mutual, Mo. S. C.—Under an accident policy requiring immediate notice of the death of the insured to be given, and providing that the same shall be given by letter, notice given within 10 days after the death is sufficient, as the word "immediate" will be construed "reasonable."

The fact that a letter was mailed, duly stamped and addressed, is evidence that the person to whom it was sent received it. 27 S. W. R. 436.

Railroad Mutual Relief Insurance.

Even with a railroad company behind it, mutual relief insurance has been found unsatisfactory, as illustrated in the case of the voluntary relief department of the Chicago, Burlington and Quincy R. R. Co. v. White.

By their contract of membership the employees authorized the railroad company to withhold from their wages certain sums to provide a fund for the payment of benefits in case of sickness or death of members. The railroad company contracted to make up any deficiencies in this fund.

The by-laws required application and medical examination. The agent made application to the superintendent of the department, the paymaster, for White, the employee. No demand was made on W. either for the formal application or medical examination. The required amount was deducted from W.'s pay. White therefore considered himself insured. Subsequently the officers of the department were notified of W.'s disability. The superintendent wrote to W.'s superior officer, stating that W. was not a member of the department; that his contribution should be refunded by time check. Next day an instrument called a time check was tendered to W., and by him refused. A few hours thereafter he died.

The supreme court of Nebraska saved the beneficiary's claim. The points made

by the court are well taken. The court held—

That the tender of a time check was not a legal tender;

That all the transactions being with the knowledge of the superintendent of the department, there was no question of the authority of subordinate employers to waive requirement;

That the department, under the facts stated, was estopped, not only from denying that there had been an application and examination, but from denying that the application had been approved.

The moral whereof is, Insure with companies that insure.

Mutual Fire Insurance.

The supreme court of Michigan has just decided (Detroit Manufacturers Mutual v. Merrill, 59 N. W. R. 661) that members of mutual fire insurance companies cannot be assessed to pay losses occurring prior to the date of their policies.

Where a member of such a company contracts only to pay assessments for losses, he cannot be assessed to pay unearned or return premiums.

A mutual fire insurance company cannot allow policyholders to withdraw from the company, and release them from liability for losses.

ON THE CASH PLAN.

Given v. Retten, Pa. S. C.—A policyholder in a mutual insurance company, who insures on the cash plan, is not bound by a by-law making all members liable to future assessments, if such by-law was not brought to his notice before the policy was issued. 29 A. R. 702.

Liability of Broker or Agent.

The defendant (Lindsay v. Pettigrew, Dak. S. C., 59 N. W. R. 726), who received money for premium and promised to apply for insurance, but neglected to do so, contended that the plaintiff should sue one of the companies represented in his agency, but the court held that as no particular company was mentioned as the one in which appellant's property was to be insured, no company is liable. If it

should appear that respondent was the agent of numerous insurance companies, and not the agent of appellant in the transaction under consideration, that fact might not be sufficient to relieve him from a personal liability. It was further held that—

We are disposed to regard the relation existing between appellant and respondent as that of principal and agent, and to hold that an agent who takes his principal's money under an express agreement to procure insurance, and unjustifiably fails to secure the same or make an effort in that direction, thereby assumes the risk, and becomes liable, in case of loss, to pay as much of the same as would have been covered by the policy for which his principal has paid.

Helvetia Swiss Fire Insurance Company.

This staunch fire office made material gains last year in assets, surplus and premiums, and incurred only a moderate loss ratio. You can count on your fingers—of one hand, perhaps—all the fire offices of which the same can be said. Whatever other companies may complain of 1893 the Helvetia Swiss has no ground of complaint. These be stormy times, however, and the conservative managers of this St. Gall company show good seamanship in taking in a reef or two of their dividends; they thereby strengthen their reserve funds.

The Helvetia Swiss presents a pretty lot of figures in its annual statement, to wit: Net surplus, \$709,059; policyholders' surplus, \$1,109,059, a gain of nearly \$57,000; assets, \$1,826,658, a gain of over \$125,000; premiums, \$669,698, a gain of some \$20,000; loss ratio, 51.7 per cent. The total income was \$709,889, and the total losses and expenses were \$562,661. Out of the handsome balance on the year's transactions liberal dividends were paid, after carrying forward a large sum to the reserve account. The Helvetia Swiss is represented in this field by H. W. Syz, under whose management the company has taken in over a half million in Coast premiums in the last five years and

has incurred a loss ratio of less than 43 per cent. Business increased last year, and the losses paid were less than 29 per cent. of the \$100,000 premiums.

Insolvency and Distribution of Assets.

In the case of Pennsylvania against the American Life Ins. Co. of Philadelphia the supreme court holds (29 A. R. 660) that—

When a life insurance company is adjudged insolvent, and is dissolved, the measure of the damages suffered by a policyholder is the net value of the policy, without regard to the health of the holder, and calculated, as of the date of the dissolution of the corporation, according to the life insurance tables of mortality, less the outstanding premium notes, if any.

The fact that the assured died after the dissolution of the company, and before the distribution of its assets, does not affect the rule that the beneficiary is entitled to a dividend only on the net or reserve value, to be calculated as of the date of the dissolution.

The draft of a life insurance company, drawn on itself, in payment of a claim under a policy, and not drawn on any particular fund, is not an equitable assignment of funds to meet the claim.

About Accident Insurance.

In the July number of the Travelers Record we find some excellent matter which every accident insurance company would like to see in the hands of its agents. The co-operation of agents is asked in the important work of preparing statistics, on which rates are based and from which concessions may be made.

The desired co-operation is simple enough, for the agent is merely asked to be thorough in the writing of applications. The company wants a clear definition of the employment of the applicant, and the given name in full, so that the sex may be known. At first thought the agent may consider this information too unimportant to justify explicit definitions. A merchant is a merchant and a clerk is a clerk and a mechanic is a mechanic, and that is the extent of his technical vocabu-

lary. But the Record makes the need of exact information plain enough. We quote:

As one concrete example is worth any amount of generalities, we will instance street railroads. They are of four sorts—horse, cable, electric and gravity. Several of the operatives—conductors, drivers, motormen, for example—we give at present the same rate; but we desire all applications for “conductors on street railways” to specify which kind of street railway it is. Some agents do this, some do not. Unless we know what a man does, and all the different things he regularly does for a livelihood, we can’t tell whether any one of those things hurts more people than any other.

Another class in which the most mischievous carelessness reigns is “merchants.” In America, this name, originally applied to a great wholesale “operator” in merchandise as distinguished from the retail shopkeeper, now includes the keeper of any place where anything is sold, whether a metropolitan dry goods palace, a country “general store,” or a cigar or candy cubby-hole with \$500 a year gross business. Most of these have their special business set down; but fully ten per cent. come in as “merchants” alone. Do they sell flour, paint, glass, hardware, furniture, stoves or liquor? Nobody knows, and it possibly strikes some of the solicitors as a clever way to give the lowest rate to a small grocer handling his own hogsheads or a paint-store man cutting his own glass.

Perhaps the worst muddled of the other classifications are the following:—“Clerks” or “salesmen”: we want to know whether they are fish-market “clerks” dressing fish, grocery “clerks” rolling flour barrels or driving delivery wagons, or dry-goods counter salesmen. “Agents”: are they advertising agents, express agents or cattle agents visiting stockyards? “Manufacturers”: do they make furniture, chemicals or fireworks? “Contractors”: are they house builders, sewer diggers, or mere business speculators? “Proprietors” and “superintendents”: are they office men, or actively “bossing” among the machinery or vats? “Elevator men”: is a freight, grain or passenger elevator meant?

In other lines of work the principle is the same. A wheelwright is a turner; and has that rate; so has a maker of billiard balls. But if both are put in merely as turners, we can never know whether there is anything in the special machinery or processes or arrangements employed in either to differentiate

them from other turners. A cutler is a machinist; but if he is set down only as “machinist,” how are we ever to get the special experience of cutlery works? And if we cannot get it, how can we give the agent a rate based on it?

Kindred to this is the suppressing of all a man’s regular occupations except the one of least hazard: it should be just the reverse, for of course the claim is most likely to come from the more risky employment, but desire of securing a reluctant quarry sometimes overbalances other considerations. Thus, a railroad man on a local line may be a freight or mixed train conductor most of the year, and a passenger conductor during the summer excursion season: it is a fraud on the company to classify him as a passenger conductor. We know one sexton of a church who earns his living as a cabinet-maker, another who was a cutter of clothing: it is a suppression of truth to write them as “sextons.” One artist of our knowledge gained means for studio work in leisure hours by working as a sign painter, another as a lithographer: “studio artist” would be a false designation. These things work the double wrong of inducing us to give our wares for less than their worth, and of helping to raise the rates of the real employments they counterfeit by falsifying our experience of claims.

* * *

But there is one paragraph in the Record to which we must take exceptions, to-wit:

“We make the rates independently, and others copy or cut them. Our rates are the only ones fixed from experience on the merits of each employment; those of others are the same or a regular percentage of the same, except for a freak of some manager’s caprice or imagination here and there.”

The foregoing was probably written for home consumption, and was not seriously intended for general circulation as a statement of the present condition of accident insurance. There are many substantial and long-established companies, at home and abroad. They are independent in the making of rates, for they have extensive experiences of their own on which to base them.

When competitors were organized some years ago in this country they doubtless copied the Travelers rates and ventured

to shave some of them. The experience of the company on different employments was a "sealed book" excepting as revealed in the rates. The competitors could not be prevented from copying the rates, but if the experiences of the company had been disclosed there might have been no cutting except such as could have been promptly and effectually met. But this information the possessor had a right to keep to itself; the only question open to argument is the wisdom of that course.

Some of the new companies now rank with the oldest in benefits conferred on the business. And their experience, which is freely exchanged, shows that, owing to change in conditions, certain hazards can now be carried at lower rates than formerly, while others demand increased rates.

The Travelers is a strong and admirably managed company. In the face of growing competition and attractive but doubtful novelties it has continued to wax in assets and volume of business. It can well afford to be cordial with its legitimate competitors, and to co-operate with them in needed reforms. So far as we know it is on the best of terms with them, and lends its powerful support in many movements to better the business. We think it should in all.

* * *

Among the desirable reforms in accident insurance which occur to us are: a uniform policy form and uniformity in rates, and co-operation in the adjustment of claims. Let the accident companies get together, like the fire companies, and agree upon a standard policy form which shall protect them from fraud and expensive litigation. Let them also compare experiences in the claims department, like the life and fire offices, and unite upon uniform rates. Then let them set a limit of insurance payable on the life of one man, and on the amount of his indemnity, and, as the fire offices do, pay in the proportion the amount of the individual company's insurance bears to the total insurance written where the limit has been exceeded.

That rates are no longer copied we have sufficient evidence, for the rates of several companies are on a number of hazards 25 per cent. higher than those of the Travelers and others.

* * *

A comparison of manuals shows no fewer than forty employments in which the Travelers rate is \$2.50 less than that of one of its successful rivals. Clearly there was no copying here; and it is not to be presumed for a moment that the higher rating would be maintained for a day if the loss experience would justify a reduction. The aforesaid paragraph in the Record prompted us to make this comparison, and we are not surprised to find ample evidence of the fact that our good friends of the Travelers are no longer the only accident underwriters with rates "fixed from experience on the merits of each employment."

The American Legion of Honor.

We have noticed that the "fraternal" department of the Call of San Francisco is unreliable. Reported gains in membership of various societies have not been borne out by the official figures. When the Ancient Order of United Workmen was losing in membership in California, the Call's "fraternal" editor claimed gains for the order in this state. At the end of the year he printed figures showing an actual increase in the number of California members, whereas, according to the official report, several weeks later, the number had decreased several hundred during the year.

The "Fraternal Index" of the Call, in the issue of November 6, 1893, made the following statement in regard to the American Legion of Honor:

"The last reports show the entire membership to be \$62,303, a gain of 1,600 in the last six months."

The sworn statement of the supreme officers to the insurance commissioner of New York, shows that on December 31, 1893, the entire membership numbered 60,070, which was 484 less than the membership of one year before. If the Call

was correct, the loss during that last two or three months of 1893 amounted to 2,233.

The above statement is on a par with one made by Grand Secretary Burton in 1891, wherein he asserted that the gain in membership during the first half of that year was 1,600, while the state reports showed a loss for the year of 1,219. It will soon be time to publish another gain of 1,600 for 1894, but such lying statements will not induce members to remain in the order in the face of three assessments a month, nor can old man Death be prevailed upon to take a vacation.

Brotherly Regard of a Fraternal Society.

THE ANCIENT ORDER OF UNITED WORKMEN.

The deceased had been a member of the Ancient Order of United Workmen from March, 1883, until September, 1889, when he was suspended for failure to pay two assessments of one dollar each.

Two years afterward he made application for reinstatement, and passed a new medical examination. The lodge voted to accept him as a member, upon complying with the conditions of membership, which were to pay the fees of a new member. The deceased paid the fees, and signed all the papers, and was thereupon admitted as a junior workman of the order. At the next meeting, thirteen days later, he was to have the workman's degree conferred, there being some objection to conferring it the night he was admitted. The "insured" was too sick to attend that meeting, and four days later died.

Plaintiff beneficiary claimed that any irregularities had been waived by the lodge, and that deceased had previously taken the degrees and was ipso facto a restored member. The court (N. Y. S. C.), however, ruled against the beneficiary.

We cite this case in proof, if any be needed, that the Ancient Order of United Workmen is only a quack insurance scheme, and is not a fraternal society. In this case "the insured" had complied with all the conditions of the order, except the re-conferring of a chestnut degree. He had passed a medical examina-

tion, been admitted, paid his dues, received his certificate, and in any regular insurance company and perhaps in any other assessment society would have been protected with a policy or certificate from that date. But in the case of this Ancient Order fraud he was, through a technicality, deprived of the protection, for which he had duly paid, to the extent of thirteen days, during which time he was too sick to visit the lodge and ride the goat. The fact that he was a "brother" who had paid his dues regularly for five years gave his widow no consideration in the counsels of the assessment-ridden grand lodge. He was measured by the curt standard of a stranger. The A. O. U. W. literally "took him in."

This is not the kind of insurance you are looking for, young man. Beware of the Ancient Order of United Workmen. It will have no fraternal regard for you when you are dead. If there is any legal loop-hole in the claim of your beneficiary the order will try to crawl through it. The order will not be dismayed by the smallness of the loop-hole.

Look well to these facts: The Ancient Order of United Workmen is not a fraternal scheme. It is the insurance experiment of hare-brained men. All the original pretensions as to cost have been disproved by stern facts. No man under 40 can afford to become a member of the order. The immediate future of the order depends on increasing membership. Other orders generally report a falling membership. The Workmen, though invading foreign territory, report a decreasing percentage of growth. It cannot be seriously assumed that the A. O. U. W. will be always able to report an increase of membership.

What will happen when the membership becomes stationary? Just what has happened in California and in all the older jurisdictions. The death rate will increase. And then? There will be withdrawals. And then? More and more withdrawals, and increased assessments, and compromises, and change of plans, and final collapse.

The Ancient Order of United Workmen sees the handwriting on the wall. There is renewed talk of assessments according to age. It has been proposed to reduce the benefits from \$2,000 to \$1,000 when desired. This means that the members are complaining of the increasing cost. No new members are to be taken over 45 years old. No old member can be reinstated if over 45 years old.

Mark our words. The order will try to "freeze out" the old members. They will be granted no days of grace. Their certificates are becoming claims with distressing frequency. Every old member "frozen out" lightens the load which the order must carry. The old fellows are not paying their share of the death rate, and they are therefore not wanted. The young fellows are paying the extra mortality of the old fellows. Foolish young fellows! When they in turn become old, the Ancient Order of United Workmen will be dead.

Life Insurance Matters.

"We admit," said the assessment life insurance solitor, "that there have been many, too many failures of assessment companies. But then there have been many old-line failures."

* * *

What is the difference? The old-line company fails because of mismanagement always, never because of a defect of principle. The assessment company must surely fail, however honestly and capably managed. To the possibility of mismanagement is added the certainty of a defect of principle. And then the average assessment company—we write of the old kind—lacks principal as well as principle.

* * *

How many assessment failures have there been? It is impossible to say accurately. A recent compilation made the number somewhat over fifteen hundred. Allowing for those which never got beyond the organization period, but which may have been incorporated or heralded by too sanguine friends, the number of bursted assessment companies is fully fifteen hundred.

How many life insurance failures have there been? The assessment fellows some years ago circulated an alleged list of old-line failures to "head off" a similar compilation of eight hundred defunct co-operatives. The list of old-liners is said to have included the names of reinsured companies, benevolent societies, projected companies and names which had the merest hint of insurance. Three or four years ago we compiled a list of old-line failures. We found only fifty-two, or enumerating the reinsured companies, a total of some seventy. Let us say seventy-five all told. That number includes all the bona fide life insurance failures—the names of all failed and reinsured companies which actually transacted business.

* * *

The Commercial Alliance has just swallowed another assessment company, the Beneficial Endowment of Washington. The Commercial Alliance has a tape-worm, and spoiled oysters are good enough for it.

* * *

It is hinted that Havermeyer, the sugar king, is now prepared to pay another \$500,000 insurance premium.

Our Note Pad.

Oh these daily newspapers—how unreliable they are! Here they have been writing up whole columns of truth about the Home Mutual Benefit Life Association, and the revocation of its certificate of authority by the insurance department. There is no such company in existence, and there never was; but the reporters have struck a fair average, since there is, at least, an insurance department.

* * *

Byron said of glory, It is to die for one's country and have one's name misspelled in the Gazette. That is newspaper glory or fame. Recently an acquaintance of the writer died under exceptional circumstances. An evening newspaper had a paragraph full of errors about the death and the man. Next morning every morning paper contained the substance of that ridiculous paragraph. Not only was no ef-

fort made to verify the statements or to get at the real facts, but the explanatory letter sent to every paper in time for the printing of a correct account was ignored and thrown into the waste-basket, because it was easier to steal an incorrect news item from an evening paper.

* * *

Here is another instance of daily newspaper unreliability. The Boston Herald speaks of J. N. E. Wilson, "a recognized insurance authority," who will attend the insurance commissioners' convention at the head of a Pacific Coast delegation. There will be no representatives from the Coast. Mr. W. is not an insurance commissioner, and knew no more about insurance, when commissioner, than the average schoolboy knows. Otherwise, this paragraph from the Herald is correct.

* * *

We have cited these instances of newspaper inaccuracy to remind our readers that they must distrust all daily newspaper references to insurance matters. When you see in a morning or evening newspaper anything about insurance companies or the Pacific Insurance Union, do not believe it until the statement is confirmed by a more reliable authority—like the Coast Review, for example.

* * *

According to the Inter-Ocean sixty-eight out of 145 western cities have electric street-car lines which sell electricity to private consumers directly from the trolley wires. Among the offending cities are Colorado Springs, Pueblo and Durango, Colo., in none of which, so far, have fires from this source been reported. Why is an insulated wire from a trolley wire any more incendiary than an insulated wire from an electric-light wire? Ask the little bird that sits aloft on the naked trolley wire.

ITEMS.—The Equitable co-insurance and contribution clause has been abandoned in Texas.—The Mutual Life has established a head office for Ireland in Dublin.—A "fire-proof construction company's" plant in New Jersey burned a fortnight ago.

Five Years' American Fire Figures.

We print this month our annual compilation of the American fire business by sections. The Pacific Coast territory has the lowest average loss ratio; the New England states have the highest average loss ratio, for 1893. The Pacific Coast section is the only one reporting a loss of premium income.

* * *

The table of the American fire business, compiled exclusively by The Coast Review, will repay close examination. The average loss ratio for the United States last year was 64.7 per cent., the highest since 1872. The premium gain last year was only two millions. No single section gained a million. The gain in the preceding year, 1892, was thirteen millions. This difference shows the great prosperity of 1892 and the utter business demoralization of 1893.

* * *

New York leads in volume of fire premiums. Others follow in this order: Illinois, Pennsylvania, Massachusetts, Ohio, California, Missouri. The other states have less than five millions annual premiums. Canada and California have the same premium income, but oh, what a difference in the mourning—over the loss ratio. Canada's losses last year were 75 per cent. of the premiums. Still the Canadians think the Americans want to annex their frigid fringe of a country.

* * *

The state which has the unenviable rank of leader in average loss ratio is next to Canada, by the way—North Dakota, with 318.0 per cent. Idaho, also contiguous to cold Canada, found the high loss ratio contagious, and the underwriters caught it at the rate of \$1.12 losses per dollar of premiums. Many of the Southern states had a fiery experience, too. What was the price of cotton?

* * *

The Mississippi Valley states, which furnish nearly half the American premiums, were unprofitable last year, for the first time in many years. This section

and the Pacific Coast and Mountain states, comprising the Great West, paid the fire insurance companies \$67,320,917 last year, or over half the total premium income of the United States.

* * *

The Great West—the Pacific Coast, Rocky Mountain and Mississippi Valley states—in the last five years has paid \$309,682,932 premiums, over half the total American premiums in five years. In the same time the losses in the Great West have been \$169,857,878, or ten millions less than half of the total American losses. The loss ratio in the Great West—counting the Alleghanies as the dividing line—has averaged 54.8 per cent. West of the Alleghanies the fire underwriters make money. On the Atlantic side and in the Gulf states, the fire underwriters lose money. Go West, young underwriter, and grow up with the country.

Letter From the Sun Insurance Office.

The following letter was recently received from the Sun Insurance Office of London, in regard to the Coast Review Extra announcing the probable withdrawal of the Sun Fire from the United States. Not wishing to do the London Company any injustice in this matter, we print the managing director's letter, as follows:

Sun Insurance Office,

Threadneedle Street,

LONDON, 26th July, 1894.

Editor Coast Review.

San Francisco, U. S. A.

Sir—

I have to thank you for the advance copy of article relating to this office, which is to appear in the July number of the Coast Review. As that article is founded on an error, I take the earliest opportunity of informing you that this office has not the least idea or intention of withdrawing from the United States or from the Pacific Coast, and I beg that you will give the same publicity to this correction as you have given to the original misstatement. I am,

Yours faithfully,

M. R. PRYOR.

Managing Director.

THE COAST REVIEW'S REPLY.

SAN FRANCISCO, Aug. 27, 1894.

M. R. Pryor.

Managing Director

Sun Insurance Office,

London, U. K.

Sir—

We have to thank you for your letter of July 26. It was received too late for publication in *The Coast Review* for August, but will appear in our September issue.

The information on which announcement of the contemplated withdrawal of the Sun Insurance Office was made in *The Coast Review* was from a source which we had every reason to place full confidence in.

Your letter should allay rumors of withdrawal so far as the present intention of the management of the Sun Insurance Office is concerned. *The Coast Review* takes pleasure in printing this letter, and regrets that its duties to its readers required the publication of an article which, as we learn from you, was "founded on an error."

There is a rumor in circulation here, however, which, it seems to us, should be brought to your notice, that you may contradict it. This rumor, which we are also told is in circulation in London, is to the following effect:

That recently—say within the last six months—the directors of the Sun Insurance Office, in a formal or informal manner, authorized the manager to withdraw the company from the United States, whenever, in his opinion, the interests of the company required such withdrawal.

Unless this rumor is officially contradicted the probability of the early retirement of the Sun Insurance Office may be generally credited. The natural inference is that if the directors saw fit to confer such authority on the manager, there was, in the American experience of the company, 'good ground for such action'; and that the early retirement of the company, though not now contemplated by the manager himself, is among the probabilities.

We invite you to say to the insurance agents and property-owners of the Pacific Coast and Rocky Mountain states and territories, through the columns of *The Coast Review*, that such rumor is also founded on error, and that no such alleged action of the directors or shareholders, authorizing the retirement of the Sun Insurance Office from the United States, ever took place.

We shall take pleasure in printing your denial, thus setting at rest rumors which must

be annoying at least, and may persuade agents and property-owners to withhold business from the Sun Insurance Office.

The Mutual Reserve Fund Life Association.

SUED IN CALIFORNIA AND UTAH.—THE DEFENSE SEEMS WEAK.

The Mutual Reserve Fund Life has refused to pay the policy for \$10,000 on the life of the late Jason A. Rose of Pleasanton, Cal. The A. O. U. W. and the New York Life have paid. The Mutual Reserve Fund offered to compromise for \$2,500, but this offer was not accepted. The defense will be that Rose made a misstatement in saying that he never had been sick. This defense is a bit gauzy. What is the matter with the Mutual Reserve Fund, anyway?

The Mutual Reserve Fund has been sued at Salt Lake City by the executors of the will of Bolivar Roberts "insured" by the association in the sum of \$15,000.

Plaintiff says that deceased had arranged with a local bank to pay all assessments; that defendant, without notifying deceased, changed place of collection, and there was therefore an unwitting default of one assessment; that afterwards the said assessment was paid to and received by the defendant association, with the knowledge that the payment was not made within the terms of said policy; and that the subsequent assessments for May, June, July and August, 1893, were paid to and received by the defendant association. Roberts died in August.

Farm House Fire Protection.

Since writing my last letter fire has broken out in my chateau, which stands on the east side of the deer park, and which can be seen for over a mile. The building is erected in the Anglo-Saxon style, running back as far as William the Conqueror on one side, while on the other it runs back to the henhouse.

Smoke was noticed at about dusk coming from the ballroom, and before the coachman could get the dishes done fire had been seen beneath the channel which connected with the building on that side.

The chateau is fifteen miles from Asheville as the bird flies, and my well is between one hundred and one hundred and fifty feet in depth, with a pair of moss-covered buckets on the inside. These buckets are suspended by a chain, which is, of course, one hundred and ten feet or so in length. When one of these moss-covered buckets meets the other in the

middle of the well, the empty one going down knocks the contents of the full one almost entirely plumb out, and so the service is not entirely satisfactory in case of fire.

The flames are now supposed to be slowly eating their way to the wine cellar, where I keep a flagon of mountain dew and a case of colic to offset each other. Heavy volumes of dark smoke were seen emerging from the facade of an escarpment which I had put on the house by a man who learned how to be a carpenter a year ago. He learned by chopping his way out of jail.

By this time one of the moss-covered buckets had arrived at the top of the well, but the colored equerry who drew it was so overheated that he had to drink the most of it to resuscitate himself.

When I announced that the fire was in the wine cellar, a neighbor of mine who stood watching the glorious sight jumped into the flames, and his body has never been fully recovered.

At this time one of the ramparts fell, and the whole scene was lighted up for miles around. I began to think rapidly. Still I was perfectly cool. Every one who saw me said that he had never seen a cooler or more collected man. Any one to look at me would not have dreamed that I was thinking.

Suddenly remembering that the chateau was built by an Asheville builder, whose address I will supply at any time, I pushed the house over, and I put the fire out with a pan of milk. Then I tipped it back in place, and bidding good night cheerily to one and all I retired to my slumbers.

The building is heavily insured, and four men and a team have been here a couple of weeks adjusting the loss.—Bill Nye.

Of the organization of a mutual fire office in New York the Monitor says:—"Remembering that the law requires premium rates at least four hundred in number for an amount not exceeding in any one case \$500, many people are curious to learn how the cash was secured before a policy was issued. It was a simple matter. Four hundred orders or acceptances were obtained, pledged for \$500 each upon the delivery of a policy or policies upon which the premium amounted to that sum. These notes were sold to a syndicate which advanced the money, and then the department was invited to step in and examine. The money was found intact, deposited to the credit of the company, and the company was entitled to a certificate. See!"

The American Fire Business of 1893.

BY STATES AND SECTIONS.

In the following table we print the totals and loss ratios of the fire insurance business by states, territories, and sections, of the United States, in 1893, together with totals for 1893, 1892, 1891, 1890, and 1889:

| <i>New England States.</i> | <i>Premiums.</i> | <i>Losses.</i> | <i>Loss Ratio.</i> |
|-----------------------------------|---------------------|---------------------|--------------------|
| Connecticut | \$ 2,141,835 | \$ 1,014,182 | 47.3 |
| Massachusetts | 7,713,797 | 6,943,023 | 81.0 |
| Maine | 1,473,319 | 932,637 | 63.3 |
| New Hampshire | 949,447 | 376,900 | 39.7 |
| Rhode Island | 913,842 | 750,659 | 82.2 |
| Vermont | 553,929 | 387,548 | 70.0 |
| Total, 1893 | \$13,746,169 | \$10,404,869 | 75.7 |
| 1892 | 13,065,182 | 7,287,481 | 55.8 |
| 1891 | 11,601,472 | 6,693,202 | 57.7 |
| 1890 | 12,184,765 | 5,965,650 | 49.1 |
| 1889 | 11,489,924 | 10,393,255 | 90.5 |
| Total five years | \$62,057,512 | \$40,749,457 | 65.6 |

| <i>Middle Atlantic States.</i> | <i>Premiums.</i> | <i>Losses.</i> | <i>Loss Ratio.</i> |
|-----------------------------------|----------------------|----------------------|--------------------|
| Delaware | \$ 179,317 | \$ 82,915 | 46.3 |
| District of Columbia | 394,147 | 179,857 | 45.6 |
| Maryland | 1,749,991 | 1,545,920 | 88.0 |
| New York | 21,690,373 | 15,143,337 | 69.8 |
| New Jersey | 3,696,756 | 1,797,045 | 48.6 |
| Pennsylvania | 9,915,180 | 5,939,066 | 59.7 |
| Total, 1893 | \$37,634,864 | \$24,688,670 | 65.5 |
| 1892 | 37,113,494 | 22,611,321 | 61.2 |
| 1891 | 34,884,858 | 23,864,769 | 68.4 |
| 1890 | 33,388,445 | 19,466,370 | 58.3 |
| 1889 | 32,266,401 | 19,329,736 | 59.9 |
| Total five years | \$175,307,972 | \$109,960,866 | 62.6 |

| <i>South Atlantic and Gulf States.</i> | <i>Premiums.</i> | <i>Losses.</i> | <i>Loss Ratio.</i> |
|--|---------------------|---------------------|--------------------|
| Alabama | \$ 1,143,999 | \$ 463,612 | 40.5 |
| Florida | 575,489 | 22,214 | 39.5 |
| Georgia | 2,044,381 | 946,850 | 46.3 |
| Louisiana | 2,487,507 | 1,136,700 | 46.0 |
| Mississippi | 759,680 | 421,062 | 55.4 |
| North Carolina | 869,858 | 823,045 | 91.6 |
| South Carolina | 718,605 | 654,443 | 91.0 |
| Texas | 3,925,241 | 2,627,492 | 66.0 |
| Virginia | 1,656,054 | 1,416,461 | 88.5 |
| West Virginia | 401,326 | 275,440 | 68.6 |
| Total, 1893 | \$14,582,140 | \$8,987,322 | 61.6 |
| 1892 | 13,646,795 | 9,983,937 | 73.1 |
| 1891 | 12,429,857 | 7,880,662 | 63.4 |
| 1890 | 11,059,888 | 5,640,600 | 51.0 |
| 1889 | 12,514,791 | 6,119,835 | 48.9 |
| Total five years | \$64,233,471 | \$38,614,376 | 60.1 |

| <i>Mississippi Valley and Lake States.</i> | <i>Premiums.</i> | <i>Losses.</i> | <i>Loss Ratio.</i> |
|--|----------------------|----------------------|--------------------|
| Arkansas | \$ 639,988 | \$ 404,230 | 63.2 |
| Illinois | 11,936,597 | 6,571,080 | 54.7 |
| Iowa | 4,315,554 | 2,201,888 | 51.0 |
| Indiana | 3,545,284 | 2,203,563 | 62.2 |
| Indian Territory | 97,444 | 34,454 | 35.4 |
| Kentucky | 2,520,024 | 2,330,224 | 92.0 |
| Kansas | 1,929,936 | 943,876 | 48.9 |
| Missouri | 5,026,444 | 4,524,619 | 90.0 |
| Michigan | 4,463,814 | 2,580,143 | 57.6 |
| Minnesota | 4,031,800 | 3,392,236 | 84.0 |
| Nebraska | 1,998,147 | 1,288,645 | 64.4 |
| North Dakota | 442,330 | 1,469,917 | 318.8 |
| Ohio | 7,019,223 | 4,115,789 | 58.7 |
| Oklahoma | 92,624 | 23,230 | 25.0 |
| South Dakota | 452,783 | 207,465 | 45.7 |
| Tennessee | 1,879,793 | 1,245,035 | 66.2 |
| Wisconsin | 4,429,768 | 3,124,279 | 70.0 |
| Total, 1893 | \$54,821,520 | \$36,600,373 | 66.7 |
| 1892 | 54,408,254 | 28,945,050 | 53.2 |
| 1891 | 47,997,390 | 28,175,900 | 58.7 |
| 1890 | 47,713,033 | 24,188,970 | 50.7 |
| 1889 | 44,778,747 | 23,464,722 | 52.4 |
| Total five years | \$249,715,944 | \$141,375,015 | 56.6 |

| <i>Pacific Coast and Mountain States.</i> | <i>Premiums.</i> | <i>Losses.</i> | <i>Loss Ratio.</i> |
|---|---------------------|---------------------|--------------------|
| Alaska | 30,749 | 3,330 | 10.8 |
| Arizona | 114,606 | 59,664 | 52.0 |
| California | 6,782,158 | 2,668,721 | 39.3 |
| Colorado | 1,555,363 | 928,500 | 59.7 |
| Idaho | 170,450 | 194,707 | 112.5 |
| Montana | 643,787 | 253,736 | 39.3 |
| New Mexico | 180,821 | 174,387 | 96.0 |
| Nevada | 102,803 | 59,126 | 57.4 |
| Oregon | 1,010,743 | 452,999 | 44.8 |
| Utah | 377,130 | 262,383 | 69.6 |
| Wyoming | 132,467 | 69,321 | 52.3 |
| Washington | 1,398,320 | 764,835 | 55.5 |
| Total, 1893 | \$12,499,397 | \$5,891,709 | 47.1 |
| 1892 | 13,104,300 | 5,857,481 | 44.7 |
| 1891 | 12,565,561 | 4,712,875 | 37.5 |
| 1890 | 11,813,315 | 4,866,936 | 41.2 |
| 1889 | 9,991,415 | 7,153,842 | 71.6 |
| Total five years | \$59,963,988 | \$28,482,863 | 47.5 |

| <i>Total United States.</i> | <i>Premiums.</i> | <i>Losses.</i> | <i>Loss Ratio.</i> |
|-----------------------------------|----------------------|----------------------|--------------------|
| Total, 1893 | \$133,304,090 | \$86,572,943 | 64.7 |
| 1892 | 134,337,935 | 74,863,799 | 57.0 |
| 1891 | 118,571,764 | 71,278,659 | 60.1 |
| 1890 | 114,581,079 | 59,560,600 | 51.1 |
| 1889 | 114,314,296 | 66,599,980 | 60.0 |
| Total five years | \$608,826,146 | \$358,875,972 | 58.9 |

Total Canada.

| <i>Total, 1893</i> | <i>\$ 6,783,013</i> | <i>\$ 5,113,905</i> | <i>75.3</i> |
|------------------------------|---------------------|---------------------|-------------|
| 1892 | 6,512,327 | 4,470,238 | 68.5 |
| 1891 | 6,172,045 | 3,973,048 | 64.4 |

Lost Policies.

FROM A PAPER BY J. F. CONIGRAVE, READ AT
THE RECENT MEETING OF THE INSURANCE
INSTITUTE OF NEW SOUTH WALES.

The question of lost or destroyed policies is one that has caused much anxiety and trouble to life assurance managers, if not to our brethren of the fire and marine offices. Many people seem to have a very hazy and indefinite idea of the value of a life policy, and apparently treat it with little respect. Instead of regarding it as an important contract, under seal, many look upon it as of little value, and a document which, if lost or destroyed, can readily, and without any trouble, be replaced.

There is a distinction between life policies and fire and marine policies which it is important to bear in mind as showing that this question, which is of practical importance to the life manager, may not be of special significance to the manager of a fire or marine company. The distinction is this: a life policy when once issued is incontestable, and in course of time, under the operations of the surrender value provisions, acquires a value which makes it a negotiable security. Now, a fire policy is practically only a twelve months' cover, and the risk is not necessarily a continuing risk; indeed, the company can terminate the risk at its will on returning a proportionate part of the premium. So also with marine policies; they are simply a cover during a voyage or a round trip. I do not know whether fire and marine managers are troubled in any way about lost policies, as one manager told me very naively that it was a remarkable fact that, whatever else was destroyed, the fire policy seemed indestructible, and was always forthcoming in the prosecution of a claim. My brethren in the life business, however, well know that the loss or destruction of life policies causes much inconvenience and annoyance in the usual routine of a manager's duties.

There are three persons or parties who are specially interested in a life policy—viz., the member himself, the society of which he is a member, and any person who may have secured a lien over the policy. First, as to the member, he or his executors are interested in the question, because a claim cannot, without considerable difficulty, be settled under it unless the policy, duly discharged, is returned to the society, and the society is discharged of all further obligation under it. Second, the society is interested in it, because, on the proof of the claim and title, and a discharge of

the policy, the society is able promptly to meet its obligation and gain favor thereby. Third, any person who may have a lien on a policy is interested in it, as he may find his fancied security is anything but secure. It will, therefore, be seen that the question of lost policies is not without a good deal of interest beyond the limits of insurance circles.

Mr. A insured his life, and almost immediately after receipt of his policy he removed from the city for the interior of Australia. Before doing so, he left his policy and other valuable papers with his father, who deposited them, with other family records and important documents in the family chest. The father, Mr. B, also had to leave the city; and instead of carrying his family chest with him, he left it and its contents with another son in Adelaide, Mr. C. The chest remained in his custody for some time, and having occasion to refer to some documents in it, he, on opening it, found to his dismay that through some mischance water had been allowed to get into it, and the whole contents—family records, deeds, policies, etc.—had been reduced to a mass of pulp, and destroyed. Now, in this case statutory declarations setting out these facts had to be taken from A, B and C, and Mr. A, the member, had to also declare that he had not pledged the policy to any person or institution, and to give an indemnity to the society to hold it harmless should any claim arise under the original policy. Although it takes only a few minutes to relate these facts, the correspondence and interviews involved occupied a considerable amount of time, and caused not a little annoyance. Ultimately a copy policy was issued, but the issue of this copy policy had to be safeguarded in the way I have stated.

Another case was that of a person, who, when removing from one house to another in the country, asked his wife to burn all unnecessary papers, so as to reduce their *impedimenta*. The good lady, among other things, thought a life insurance policy to be only a big bit of paper with a red thing attached to it, and that, with other papers, made fuel for the flames. In the course of time, illness overtook the member, and it assumed a serious phase. The life insurance money was thought of in the event of a possible fatal termination, but the policy could nowhere be found. Then the wife remembered that she destroyed it as an unimportant document with other useless papers. The member's illness proved fatal, and in due course a claim was made, when all these facts had to be duly vouched for, and a

full and complete indemnity for the amount of the claim had to be given by approved bondsmen before a final settlement could be made.

Another case was that of an endowment assurance policy, where a member had religiously kept his acceptance notice on his file, and when the policy matured produced this as the only document he remembered to have had. After proper declarations had been taken, and a full indemnity had been given by approved sureties, this claim was also settled.

Some persons may perhaps think that all these precautions are unnecessary. Let me, however, point out that this is not so. It is within the bounds of possibility that a policy alleged to have been lost or destroyed is still in existence, and that, after a claim has been discharged by a society on a copy policy, the holder of the original policy may turn up with a second claim. In proof of this I may mention that I know of a case where a person with strong asseverations declared that he never had a policy, although there was clear evidence that it had been sent to him. In due course he was required to make a statutory declaration to this effect, and a copy policy was issued. Sometime afterwards he informed the society of which he was a member that he had made a great mistake. He really had received the policy, which he had carefully placed between the leaves of the family bible, and as that book did not appear to be in frequent use, he had entirely forgotten the circumstance, and now brought in the original policy and the copy policy, with apologies for the inconvenience and trouble he had given. If that policy, instead of being preserved between the covers of the family bible, had been in the hands of some one who had acquired a lien upon it, complications might have arisen which would have been the occasion of much trouble and loss.

Of course a person who takes a policy as security for money advanced should safeguard his security in a formal and proper way as the law provides, but in actual practice this is not always done. The greatest care is therefore necessary to prevent a society being made an unfortunate victim of having to pay two claims under one policy.

There is another consideration, also of considerable importance. The correspondence and interviews of which I speak were privately conducted. No public notification of the loss of a policy was given, or is required to be given; so that, as I have already said, in cases where a person may hold a policy as security—collateral or otherwise—for advances he has

made, such person may have no opportunity of knowing that a copy policy is being asked for, by which his security is necessarily imperilled.

Percentages Based on Fourteen Years' Pacific Coast Fire Losses.

| MONTH. | % Average Annual Loss. | Total % of Av. Ann. Loss. | 1893. | 1892. | 1891. | 1890. | 1889. |
|------------------------------------|------------------------|---------------------------|-----------------|-----------------|-----------------|-----------------|-----------------|
| January | 5.19 | 5.19 | \$367,760 | \$222,442 | \$262,194 | \$259,647 | \$138,285 |
| February | 3.92 | 9.11 | 277,968 | 245,089 | 157,435 | 311,850 | 146,393 |
| March | 4.17 | 13.28 | 310,866 | 211,114 | 266,246 | 235,289 | 109,256 |
| April | 4.71 | 17.99 | 392,633 | 216,333 | 167,433 | 224,111 | 179,112 |
| May | 8.10 | 26.09 | 357,979 | 482,418 | 267,731 | 334,453 | 289,471 |
| June | 14.47 | 40.56 | 454,257 | 692,653 | 316,369 | 601,798 | 2,763,268 |
| July | 11.43 | 51.99 | 869,366 | 869,366 | 713,510 | 706,323 | 1,258,827 |
| August | 16.15 | 68.14 | 616,859 | 683,192 | 478,556 | 339,782 | 2,822,580 |
| September | 10.32 | 81.47 | 525,194 | 373,264 | 634,697 | 415,736 | 522,237 |
| October | 7.22 | 88.69 | 511,563 | 542,204 | 339,421 | 231,023 | 136,254 |
| November | 6.38 | 95.07 | 393,060 | 281,026 | 281,026 | 526,831 | 186,091 |
| December | 5.93 | 100.00 | 407,770 | 299,865 | 454,382 | 259,092 | 226,115 |
| Total | 100.00 | | \$5,616,399 | \$5,318,282 | \$4,390,000 | \$4,420,862 | \$8,777,193 |
| Monthly Average Losses to Premiums | | | 470,533 50.0 | 445,698 44.1 | 375,000 36.9 | 369,155 42.3 | 731,433 83.1 |

To estimate your total for 1894, according to average, divide losses (adding ciphers) of part of year by total per cent. of average losses (black figures) for corresponding time. For example, if your Coast losses this year up to Sept. 1 were \$70,000, add four ciphers and divide by 71.14.

Overhead Wires.—Judge Hebbard, of the superior court of San Francisco, has made a decision against overhead wires. The late Chief Scannell commenced cutting down the electric wires, but he was enjoined by a power company, which contended that the enforcement of the city ordinance would be a needless restraint of lawful business. The court held that the overhead wires are dangerous to life and property, and are serious obstacles to firemen. The end sought by the ordinance, namely, public safety, is certainly within the limits of police regulation. Judge Field is

quoted as saying that the wires originate fires and obstruct their extinguishment. These wires might result in the destruction of an entire city. The superior court vacated the injunction. The power company is powerful, however. It has secured another injunction.

Life Business in the Northwest.

PORTLAND, Ore., Aug. 16, 1894.

Editor The Coast Review:

On page 338 of the August Coast Review appears a table purporting to give figures of the life companies as leading in volume in force and new business in various Pacific Coast states. Although this has doubtless been compiled from what appeared the most reliable source, I regret to say that it is very misleading. For instance, the company having the largest volume of insurance in force in Oregon is our esteemed rival, the New York Life Insurance Co. The figures furnished by the insurance commissioner are \$4,180,738. The largest volume of new business was transacted by the Equitable Life. The same remarks as to misleading statement might be made in regard to Washington. The premiums collected in that state are taxed. The following figures are published as the premiums collected by the four leading companies:

| | |
|--------------------------|-----------|
| New York Life | \$166,455 |
| Equitable Life | 104,102 |
| Mutual Life | 89,228 |
| Northwestern | 56,324 |

The Coast Review gives figures for California with wonderful promptness each year, but rarely gives figures for the other states through which it enjoys so wide a circulation. I believe it would be quite possible for the Coast Review, with the aid of the insurance commissioners, to give the life figures of other Western states considerably ahead of the Eastern journals; and I am quite sure that the life insurance agents of the Pacific Coast would greatly appreciate such news items.

AGENT.

* * *

REMARKS BY THE COAST REVIEW.

We are able to give the fire figures of the states and territories of the Coast, in advance of official statements, through the courtesy of the general fire agents in San Francisco. We have tried to secure such information from the life companies and their general agents, but have been unsuccessful. We shall try again, next spring. Is our correspondent ready to furnish the state figures of his agency?

The figures filed with the insurance departments of the Coast, excepting Colorado and California, are not very serviceable, since some of the more important details are usually wanting. The mere premium receipts, as filed for taxation, do not afford a satisfactory statement of business in the absence of figures of new business and of renewals, and of insurance in force, and of claims paid.

It is strange that the newer states, in determining the condition of a company's affairs, do not require the same complete returns which the older states exact.

* * *

Corporations being creatures of the state must submit to the conditions imposed, in return for privileges and exemptions not enjoyed by individuals. Limited liability is a great privilege, for which corporations pay cheaply enough.

Disappearances in Life Insurance.

A canvassing agent procured a proposal from a drover in the northern territory of South Australia, had the case examined, and gave an interim receipt for the first premium which had been duly paid. The case was accepted and the policy issued. Some time after the body of a man who had been drowned was found in one of the northern rivers, and in his pocket was the interim receipt to which I have referred. The usual inquest was held and the body buried, but no proper identification of the body was established beyond that which the interim receipt supplied. A claim was made for the sum assured. To the ordinary mind the evidence, no doubt, would appear fairly conclusive, but the official mind, trained in these matters and naturally sceptical was scarcely convinced. Further investigation was instituted, and an inquiry such as the circumstances suggested was undertaken. After an interval of, I think, about two years the life assured was proved beyond doubt to have died in another place and the claim was paid. There was no suggestion of fraud or collusion, and the only explanation I can offer is that the life assured, who was at that time leaving the country, entrusted the interim receipt to the drowned man either for safe keeping or for delivery to his friends. In the other case the life assured was a boot-maker, who used to obtain his principal custom from the ships in the harbor, which he frequently visited to ply his avocation. About nine years ago a dead body was found in the harbor, and the wife of the life assured was called on to identify it as that of her husband.

She failed to do so, but has not seen her husband since. A period of four years elapsed, during which time the policy was sustained out of its surrender value, after which it lapsed. The wife, or widow, now makes a claim on the office for the sum assured. Was the man drowned or did he "skip by the light of the moon?"—Richard Teece.

There was a man who owned a large estate near Edinburgh, Scotland. He got into financial difficulties, and he made a proposal for a large amount to one of the life offices in Edinburgh. He was accepted, and after the payment of one or two premiums a claim was made for the amount of the policy on the presumption that the man was drowned. Those who are acquainted with Edinburgh will know that Cramond is not very far from there. It was said that this gentleman walked down to the Forth for a bath, that his clothes were afterwards found on the beach, and that nothing further was heard of him. As he had occupied a good social position, and there was no suspicion attached to his case, it was presumed that he was dead, and the office paid the claim. Some five years afterwards one of the officials of the company met the man walking along Princess street. This was of course reported, and a claim was made for the repayment of the insurance, and as the use of the money had proved so useful to his representatives as to enable them to extricate his affairs, they paid back the amount of the policy with interest, with pleasure.

There was another, the case of a German hotel-keeper in South Australia. I knew the man well: I was then in charge of an office in Adelaide. He kept an hotel at Uraialda, near Adelaide. He was insured and was a very good life, but he got into financial difficulties and it was the old story of an attempted disappearance.

He went off somewhere, got into a boat, and the boat was afterward found floating bottom upwards, and I think his hat was also in evidence, but the man was not to be seen. His relatives claimed for the amount of the policy, but we would not pay, and when they found we would not pay, the man turned up again all right.—J. B. Gillison.

Mr. Montgomery has asked a question as to the time that a man should be presumed to die, and Mr. Duckworth said the last day of the seventh year was fixed in America. The American law is not the English law, however, and the courts have absolutely refused to say when death occurred, so that the companies had no chance of recovering any of the premiums.

Seven years is considered a reasonable time if attempts have been made to discover the man, and if there are no reasonable causes for his disappearance. If a man had a distinct interest in reappearing, and did not appear, that would be a strong argument in support of his presumed death; on the other hand, the court would require strong evidence to show why he did not reappear.

In two of the cases referred to by me the men deserted their wives, and that would be a strong argument in favor of their continued disappearance. In most of these cases, in fact, it is the old story of *cherchez la femme*. I remember a year or two ago a man took out a policy in Melbourne. He went round to West Australia; went out on the Swan river in a boat. The boat was found with some of his clothes in it, and other clothes were found on the bank, and a claim was made on the society. I happened to be on the spot and made inquiries, and found that a woman was at the bottom of it, and the man afterwards turned up all right.—Richard Teece.

Second-Class Lives as Annuityants.

Here is matter for the consideration of life assurance offices (says Truth of London). A friend of mine is what in such offices is called a bad life. They have refused to insure him. He goes to one of the offices which have refused him, and asks on what terms they will grant him an annuity. The reply is, On the same terms as if he were a first-class life; they make no reduction. He tries six other offices with the same result. I mentioned this to another friend who is considered to have a second-rate life and who has for fourteen years been paying a premium 10 per cent. above the ordinary rate in a Scotch office. He told me that he had had the same experience. He pointed out to the office that if they charged him a higher rate for insurance, on the ground that his life was doubtful, they ought, on the same ground to give him an annuity at a lower rate. They replied that for annuities they have only one rate. In other words, their business principle is "heads we win, tails you lose." The truth of the matter seems to be that the offices only believe in their medical estimates of the value of lives when it is to their advantage to do so. They do not, as the Americans say, "believe dollars" in their doctors' opinions. They believe in them to the extent of raising rates, but not to the extent of lowering them. It strikes me that there is here a great opening for progressive and enlightened offices, which make a show, at least, of dealing fairly with their custom-

ers. Their course would be to classify lives for annuity purposes just as they classify them for insurance.

Overinsurance.

There is a fine opportunity for "tariff reform" in refusing to place a greater amount of insurance on a building than the companies would pay in the event of a loss. It is a wrong all around. The insurance company is taking pay for a risk which it is not running when it places a larger line on a house than it will pay. It makes big trouble for the agent when the loss occurs and it puts the insured in a very unfortunate light. The thing should be reformed and the insurers should be bound by the amount of insurance as the measure of damages.—San Luis Obispo Tribune.

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REMARKS BY THE COAST REVIEW.

The loss "puts the insured in a very unfavorable light." So it does. He knowingly insures his property for more than it is worth, and when a fire occurs he demands more than the amount of his loss. He treats the transaction as a gamble in which he has won. But the contract of insurance, the policy, is a contract to indemnify the policyholder for loss. It is not a wager of the amount of the premium against the face of the policy that there will not be a total loss, as the Tribune seems to believe.

Who best knows the value of a building or the value of merchandise, the owner or the insurer? If the owner lies, should the insurer pay for the lie? If the law says yes, then the law encourages incendiarism, and endangers life and property, and increases the cost of insurance. The insurance companies do not pay the difference between the actual total loss and the face of the overinsured policy. The insurance companies are not in the business for the fun of the thing nor for health. When there are valued policy laws the people pay the dishonest piper. These are trite truths which must often be repeated for the instruction of a public which reads the drivel of the average newspaper.

EIGHTEENTH CENTURY COMPANIES.—Messrs. Butler & Haldan are happy in the ability to inscribe "eighteenth century companies" over both the Phoenix and the Providence-Washington. It will be something to brag about, six years hence, to say "nineteenth century companies." There ought to be a number of new companies started between

now and January 1, 1900. Age is a strong element, and twenty years from now a good advertising line will be "nineteenth century companies." Bless us, how time flies!

The Last of the Home Benefit.

In January, 1893, we said of the Home Benefit Life Association of San Francisco, "It is virtually insolvent." In July, 1893, Insurance Commissioner Wilson "investigated" the affairs of the association and with flattering words reported it solvent. The Mutual Benefit Life Association of New York thereupon, in consideration of the funds of the San Francisco association, some \$28,000, reinsured its members, but did not assume the \$90,000 unpaid claims.

Last week the sheriff took possession of the effects and credits of the Home Benefit at 206 Sansome street, and nine garnishments were issued against "anticipated funds" in various banks.

We suppose that the unpaid claims left by the Home Benefit exceed \$100,000. Probably the exact sum will never be known. Besides, several hundred members now find themselves without insurance and uninsurable.

The Home Benefit was organized about 1882. In 1883 The Coast Review printed a three-page analysis of the plan and rates of the association, and predicted its failure. Now we have an undisputed right to say, "We told you so."

To Foreign Companies.

It would be well to bear in mind that many news items pertaining to fire departments and water supplies, appearing in The Coast Review, are for "home consumption," and should be received with a liberal allowance at the home office. We print such items as ammunition for the broker and the local agent, to help maintain rates or secure better rates and to persuade local authorities to improve the fire protection. We are sure that the general agents and the Pacific Insurance Union do not require such information through the channel of The Coast Review; and that the home offices themselves have no ground to distrust the knowledge and representations of their agents in these matters. The best judges of fire protection are the specials and managers, who visit the Coast towns and cities, and carefully examine fire department reports and water supply figures. But this journal goes to agents and supplies them with materials for the intelligent prosecution of the business of soliciting insurance and sup-

porting the Pacific Insurance Union; and information for the agent, to be dealt out to the public, may be susceptible of a different interpretation by the home office. It does not follow that because the fire protection is defective that rates are too low, or that the town should be tabooed; but it does follow that the fire protection should be improved or it may grow worse; and the well-informed local agent or city broker can help a good deal toward effecting an improvement.

Portland Inventions.

A correspondent writes as follows from Portland, Or.:

"Chief Buchtel is the inventor of and holds patents for the use of fire hose for signaling between the nozzle men and the engineer. A wire extends lengthwise through each section of hose. An electric signal can be sent by the nozzle men, for more, or less, or no water, as needed.

"I notice some of the Eastern journals publish an account of exhibitions of such a line of hose in Boston; but the credit belongs to the Pacific Coast and not to Boston town.

"Chief Buchtel, of the Portland fire department, is also the inventor of the canvas suit for use in flooded districts. The fireman steps into this canvas-rubber bifurcated bag, which is ten feet long, and the top of which is kept open by an iron band. He is let down from a boat near a fire hydrant. The men in the boat above hold the bag, while the fireman walks about until he finds the hydrant and attaches the hose. This invention was the means of saving a good deal of property when one of our docks caught fire."

Floods do not come often, but they come high sometimes. A fire in a flooded district might make the underwriters think so.

Perhaps the Child Was Right.

It was at a farmhouse where summer boarders are taken. A child guest was given a new candle, which she carried to her room and placed on the bureau, not in the stick, but on the wooden top, first turning the lighted end down and then placing the base of the candle in the drop of hot tallow which had fallen. This made the candle stick. The child forgot to extinguish the light. Hence a "mysterious" fire and a total loss. This is the theory of the origin of the fire. The child told a different story. She declared that she did not light the candle, and that she placed it in the stick as directed; further, that afterwards she

ran to her room, and merely stepping inside threw a metal-backed comb onto the bureau top, on which were lying loose matches.

"Dying to Win."

The foolish selfish man says of life insurance, "I must die to win." The wise man knows better. He knows that he is a winner from the start, and finishes life's race a victor.

The well insured man—we speak of the man with dependents—wins the moral right to "live up to his income." As soon as a protective policy is in his hand he has won freedom from the dejecting thought, What would my family do should I leave them unprovided for? He is free from the obligation to deny himself a thousand-and-one inexpensive pleasures while he is building up a protective fund. The fund exists and is guaranteed by a strong corporation the moment he is insured.

Farmers as Local Agents.

Editor The Coast Review:

While the Pacific Insurance Union is making laws would it not be well to "sit down" on some of those members who send out specials to appoint farmers as agents, in order to secure their insurance? What is the difference between their giving the farmers the commission or my doing so or dividing my commission with them?

I called upon a man yesterday and solicited his insurance, which I knew was about to expire. What was my surprise when he informed me that he had taken an agency to write his own business. Now this man would not write an application for any one else if you should offer it to him.

If companies want good, live reliable agents, they should not do the very thing that will make insurance business unprofitable.

In another instance when I solicited insurance the party told me that he could save the commission by insuring with one of his neighbors who had taken the agency to save his own commissions.

It seems to me there ought to be some remedy for this evil. It is certainly bad enough to have merchants take agencies to save their own commissions, without scattering agencies among the farmers.

INDIGNANT.

The West Coast Trade wants Seattle, Tacoma, Portland, Spokane and other Northwest cities "to join issue with the Pacific Insurance Union and bring that corporation to time or guarantee such support to a formidable rival

as shall secure competition." The raising of rates on a basis of actual experience is declared to be "arbitrary action." Why don't the capitalists of the Northwest cities start such a competing company, employ capable underwriters, and make a barrelful of money? After awhile the capitalists will have the underwriting experience and the insured will have their money. That's why the business men of the Northwest don't risk their money in fire underwriting. They are not fools, though the editor of West Coast Trade is one.

Life Notes.

The American Union, a freely advertised scheme, has got as far west as Texas.

The Medical Press of London says: "The elaborate and complex forms in use by the American offices may possibly draw out useful information from the various doctors in the States and elsewhere to whom they are sent, but it is found best in England to apply only to highly qualified medical men, to ask them to fill up a short and simple form, and to say clearly whether they recommend the life for acceptance or not."

Over All the East.

The fire patrol of Chicago costs \$65,000 a year.

Fire losses are increasing. The record of '93 has been equaled.

New York city business gained notably in '94 over corresponding time in '93.

Chas. W. Holden has been appointed manager at Boston of the First National Fire of Worcester, Mass., succeeding Jno. W. Porter & Co.

The New Hampshire commissioner has put his No. 12 brogan on the co-insurance clause. He believes the rich should pay less than the poor for insurance.

A Kansas man and his wife were accidentally imprisoned in a folding-bed for several hours. The man died from his injuries. Have you an accident policy?

A fire loss at Keeseville was largely owing to the fact that the water supply of the town was impaired through mismanagement of the town's waterworks. The insurance company sued the town of Keeseville (euphonious for Geeseville), and the general term of the circuit court has decided in favor of the company.

The Western Insurance Review reads a lecture to "several prominent life insurance managers" who condemned the calling out of federal troops in the recent local disturbances.

United States Credit System Co. of New Jersey, which began business six years ago with a capital of \$250,000, is in the hands of a receiver. It insured merchants against bad debts.

The Cincinnati chamber of commerce has a life insurance department which recently accepted as members a few outsiders. Thereupon the state insurance department saw a chance to make an examination fee. Rather than pay this bill of expense the chamber of commerce will discontinue its outside business. The insurance commissioner did his duty, but the action of the chamber, on the score of expense, is a reflection on state insurance examination.

Assessment Insurance.

The funds and furniture of the Home Benefit Life of San Francisco have been attached for unpaid claims. Next!

The Canadian Relief Society of Toronto, which insured against death and sickness and accident, has just failed. Next!

The Merchants' Life Association, of St. Louis, recently admitted to California, was refused admission to Massachusetts.

The insurance superintendent of New York has reported the Mutual Benefit Life Association of New York city to the attorney-general for dissolution. Next!

The Canadian Masonic Mutual Benefit of London, Ont., which recently was obliged to increase rates and grade them, owing to the high average age and increasing mortality, has been placed in the hands of a receiver. Next!

It is reported that P. B. Armstrong will sue the Mutual Reserve Fund for \$300,000 for services rendered the association when it was in its infancy. It is also reported that the president of the association is about to sell out his "interest" and resign. Are breakers in sight?

The National Relief Union of St. Joseph, Mo., has failed. It leaves \$44,000 unpaid death claims. It was organized in 1882, and showed an increasing membership in January. The "contingent mortuary assets" were then larger than the "contingent mortuary liabilities." Next!

The Kansas City Magazine prints the following comparison of rates in assessment companies: Mutual Reserve Fund, 1883, cost per \$1,000, \$8.22; 1893, \$16.55. Knights of Honor, St. Louis, 1878, cost per \$1,000, \$7.00; 1893, \$16.26. United Brethren Lebanon, 1874, cost per \$1,000, \$12.24; 1893, \$57.71. N. W. Masonic, Chicago, 1885, cost per \$1,000, \$8.03; 1893, \$14.58. Covenant Mutual Benefit, Galesburg, 1880, cost per \$1,000, \$7.35; 1893, \$14.85. The officers of the Mutual Reserve Fund have been resigning during the last few weeks. What's up? It is even rumored that the Harpers are about to sell out.

Fire Notes.

The Peoples of New Hampshire will pay a return premium "computed on the short rate table," the supreme court having so decided, and not pro rata, according to the contract. The policyholders will not kick.

The averages of British offices in Canada last year were 75.9 per cent. loss ratio and 28.6 per cent. expenses. The averages of American offices were 68.7 per cent. loss ratio and 31.2 per cent. expenses. Or a total for the former of 104.5, and for the latter, 99.9.

United States Manager Bennett, in a circular letter to the agents of the Scottish Union & National, speaking of the profitable experience of the company in this country, says:

"The large bulk of this profit has been made on the preferred classes. Retail stores, especially those of large area, and special hazards have not only not contributed towards this profit, but reduced it, and, while we expect to continue to do our share of this business for the general good, it is the preferred classes upon which we base our chief expectations and hopes of success and profit."

American Fires.

The abridged edition of The Chronicle Fire Tables for 1894 (fires of 1893) says: "In number of fires, number of properties burned, and an aggregate loss, the fire waste in the United States in 1893 was of most disastrous proportions. There were 35,188 fires (noteworthy fires, not including mere fire alarms or fires of nominal loss) in 1893 against 29,332 in 1892; 54,035 separate properties were burned against 44,141 in 1892; the aggregate property loss was about 168 millions against 152 millions in 1892. In 1893 the insurance companies were called upon to pay about 106 millions of dollars in the settlement of claims against about 94 millions in the preceding year. These figures show a

serious increase in the destruction by fire. Six thousand more fires and sixteen millions greater loss is progress in the wrong direction at a rapid rate. Twenty-six states and territories show an increase in fire waste in 1893 over 1892—in five states, Illinois, Kentucky, Massachusetts Minnesota and North Dakota, the increase was very large. The month of greatest loss was January; of lightest loss was May; but in July and August more fires occurred than in other months. The total destruction by fire in the United States in 1893 exceeded the losses of 1881 and 1882 added together. No further illustration is needed of tremendous increase in the values destroyed by fire. Another fact, however, is even more forceful, viz.: In 1893 the insurance companies paid more money to loss claimants than the aggregate property loss amounted to in 1886.

New Publications.

Ohio Ins. Rept., W. M. Hahn, superintendent. Printed on poor paper, which is just as well. The incorporation of two live stock associations is reported. Another went into the hands of a receiver.

Southern Insurance Directory, Brown & Stanford, publishers, New Orleans. A directory of towns, fire departments, populations, water supplies, agents and companies, taxes, etc. Evidently a useful compilation for companies and agents in the South.

The Chronicle Fire Table for 1894, a work of 400 pages, by Chronicle Company, 31 Pine street, New York, contains such figures as these: Average property loss, \$4,761; average insurance loss, \$3,012; per cent. of exposure loss, 29.4; fires caused by electric lights or wires, 238, and \$2,372,470 loss; principal causes of fires, defective flues and incendiarics. Property losses on the Coast as follows:

| | |
|----------------------|--------------|
| California | \$6,352,447 |
| Arizona | 251,850 |
| Colorado | 1,506,900 |
| Idaho | 624,859 |
| Montana | 476,529 |
| Nevada | 387,898 |
| New Mexico | 437,020 |
| Oregon | 1,136,878 |
| Utah | 664,525 |
| Washington | 2,306,010 |
| Total | \$14,144,916 |

Population and industrial figures from the United States census are given. The Chronicle Fire Tables are a wonderful and expensive compilation.

Bourne's Handy Assurance Manual for 1894 is out. It is bound for the pocket and is bound to sell. A convenient manual of English life, fire and marine offices, 212 pages, price from one shilling upward, according to binding. Published by Wm. Schooling, Trafalgar Buildings, London.

The Art of Canvassing: How to Sell Insurance. By Wm. Miller; published by The Chronicle Co., 33 Pine St., New York. A handsomely printed book of 150 pages, written by an experienced life insurance solicitor. The "Things to be Avoided" chapter is alone worth the price of the book.

The Foreign Insurance Press.

The Insurance and Banking Record of Melbourne has been found guilty of libel for copying from a New Zealand paper an article giving a circumstantial account of the alleged defalcation of a local agent. Our contemporary had to pay \$1,250 damages—exemplary, not actual, we suppose.

OH, INDEED.

Writing of portraits of American insurance men the Insurance Spectator of London says: "One thing must strike the English critic at first glance, and that is the entire absence of the typical Yankee face of British caricature. Probably the first remark made on this side the water would be, how English all the faces are. The remark may seem a self-complaisant one, but it is really complimentary."

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LONDON BRIGADE AND WINDSOR CASTLE.

It appears that the citizens of London have been called upon by an impecunious treasury to bear the expense and the risk of supplying fire protection to Windsor Castle, whilst London is obviously to be left to take its chance. Supposing, for instance, that there is a big mercantile fire going on and Windsor Castle is reported to be well alight, it would be curious to notice what would be the action taken by the fire brigade committee of the London county council. Suppose, for instance, that they were to elect, in view of the obstinate refusal of the insurance companies to bear any increased impost, to call off the fire brigade from the east end of London, and send it to Windsor in those special trains which are to be ordered to be in readiness for the brigade at Paddington and Waterloo. The London county council are practically the representatives of the London ratepayers, and the ratepayers will have to put up with whatever ac-

tion the council may take. But it cannot be out of place to inquire beforehand what is the line likely to be taken in view of the presence simultaneously of two great calamities, namely the getting well alight of properties of historic or artistic value belonging to the government, against which a very moderate amount is paid by the treasury per annum, and a conflagration affecting the commercial interests of the citizens and ratepayers of London. In the first place, the London ratepayers have the heaviest call on the services of the brigade, and the interests of the London ratepayers would appear to be co-equal with those of the insurance companies. The government contributes a ridiculously small sum in return for the privilege of having a first call on the services of the brigade. This cannot for a moment be permitted.—London Review.

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DEAR DIRTY DUBLIN

Has been giving a practical and timely object-lesson in the art of fire-extinction. It is all very simple. As Mrs. Glasse did not say, you "first catch your hare," i.e., you so construct your shops and ware-houses that the application of a jet of water to already heated iron columns and girders will cause the whole fabric to collapse like a house of cards. That, of course, will effectually dispose of the fire. The fact that it may, at the same time, bury any survivors of the local fire brigade is a mere detail. Equally unworthy of a moment's consideration is the argument that such a method of "knocking out" a fire will usually entail a total loss upon the insurance companies and will debar them from any chance of recouping themselves, to even the most limited extent, by means of salvage. They don't think much of "salvage" on the banks of the Liffey. Indeed we have been informed that a Dublin bhoy's notion of salvage will be most fitly expressed in the following formula: "Anything which the fire won't burn, which the water won't destroy, and which the crowd don't consider worth stealing."—Post Magazine.

Better Buildings and Insurance Rates.

Osborne Howes writes the Brickbuilder an article urging the erection of fire-proof buildings as an investment from an insurance point of view. Rates are far lower in Paris than in New York, while the fire department of the former is not equal to that of any first-class American city. With fire-proof mercantile structures the companies, Mr. Howes thinks, would write double the lines now written.

The rate on the Bon Marche in Paris has varied in recent years from two-eighths to three-eighths of one per cent., which is about one-fifth of the rate on similar risks in New York and Philadelphia. Good fire-proof buildings in mercantile districts will always have tenants because of low insurance rates and the ability to procure full insurance in first-class companies.

Accident Notes.

The Guarantee & Accident Lloyds of New York is to be transformed into a stock company with \$250,000 capital. As a Lloyds the Guarantee has been a great failure.

The Fire Underwriters' Accident Association of Milwaukee, according to a press dispatch, has given up the undertaking, not enough members having been secured. The Coast Review was offered the advertisement of the association, but declined to accept it, and declared that there was no field for the new scheme.

Surveys.

We can all remember, says the New York Insurance Journal, the old time special agent's survey, consisting principally of the details of the policy taken from the agent's register or already supplied by the examiner and limited as to new information and needful description by a few almost illegible words descriptive of the construction and a summing up to the effect that "this risk should not burn" or "I approve it." No man of any judgment at all can be found who pretended to learn very much from these little memoranda, and the poverty of information coupled with the generally vague data furnished would give a suspecting mind the impression that even the haughty and well fed special did not always feel it beneath his dignity to follow the reputed example of his more humble brother, the local surveyor, and occasionally make "side-walk surveys." At the present time, and it is to be hoped for the future, this kind of indefinite and unsatisfactory source of information will be found only among the archives. The elaborate, systematic "inspection reports" furnished by the New England inspection bureau and the Middle States inspection bureau have opened the eyes of company officials to the possibilities of a surveyor's work, and the mass of accurate, definite and orderly facts set forth in each report show much has been passed over in the old method or rather lack of method. Not only is it a satisfaction to the executive in every case to be

able to get this information in tangible shape from his files when he wants it, but the examiners feel much more interest and zeal in their work, and take more pains to form an intelligent opinion when they are supplied with data that clearly and exactly describe the construction, occupation, fire protection and defects of each risk.

Shade of Lindley Murray!

"The Imperial Fire Lloyds of New York, underwriters, through *its* attorney, Henry Edwards, *take* pleasure in inviting an inspection of the standing of *its* subscribers, and *beg* to state, etc.

Protection of State Supervision.

A Kansas paper says: "Just what Insurance Superintendent Snider's opinion is worth was shown in the case of the Alliance Ins. Co. of New Hampshire. That company was reported shaky and Snider went on to investigate. He was there a week and telegraphed back to his assistant that the company was all right and to admit it to do business in Kansas. Just ten days later the company burst and the policyholders couldn't realize a dollar from it."

National Temperance Union.

Are there any people in Colusa county who hold a life insurance policy in the National Temperance Relief Union? If there are, those policies are worthless. E. H. Baker of Woodland held a policy and when it became due some weeks ago he tried to collect it. The office of the Union is in St. Louis, Mo. The claim was repudiated by the Union, and then Mr. Baker wrote to the insurance commissioner of Missouri, and that official held an investigation. It was ascertained that the liabilities were \$46,000 and the assets \$6,000.—Colusa Sun.

Here's Richness!

The advertisement of a local agent up North called forth a reply, from which we quote as follows, for the entertainment of our readers. It is good reading for "dog days":

The writer desires to state that Mr. — is incapable of either expressing the truth or a sense of gratitude. As a poet-laureate he belongs to the long-eared kind, and whatever of originality he possesses is drowned by the echo of his bray. He has been living solely on the reverberations of his sonnets on the infidelity of public officials and insurance agents, as he has found it necessary to rebate his commissions in order to get business. If he has made any money out of the business his "postage account" has run pretty high.

Small Life Insurance Offices.

We raised the issue of unfairness towards the community. This is by preventing the competition which would be incident to the starting of new companies. It is a fact beyond dispute that the high rate of expenses which would be required to start a new company has practically rendered the work of life insurance a monopoly, as it would be very difficult if not impossible to establish and place a new office on a sound financial foundation. Unless the capital was very large the attempt of any office to do any considerable volume of new business under existing conditions, even if conducted upon the most economical basis, would within five years lead to an impairment which would be followed by liquidation.

There is another thought in this connection of which we would speak. It is this: The funds of every life insurance office which is either mutual or practically so are held in trust. They belong to the policyholders. The officers are their representatives. They are in duty bound to manage the affairs so as to bring about the best results to the insured. The question comes up as to whether or not the managers can defend the competition under the stress of which they have advanced commissions and expenses to the present rates? This is something those most immediately concerned in establishing the present condition of affairs would do well to think about.

At the present time the heaviest burden of expense falls upon the first year. A brokerage commission is paid for the largest proportion of the insurance which is issued. The business which is secured in this manner is not usually of the best class, as they have no immediate motive to induce the policyholder to pay the second and subsequent premiums. If they had a direct pecuniary interest in the renewal of the policy for from three to five years, better results we think would be reached. Hence it is that we believe that it would be well to keep the expenses of securing new business within the premium loading, and to let a commission for the second, third and fourth years be given which shall be from four to six-tenths as large as that allowed for the first year. A better agency force could thus be secured and the lapses could be very largely reduced during the earlier years of the policy.

If the companies would retain the confidence of the public their managers must take some decided steps in the way of retrenchment. Business men in our cities and larger towns are beginning to understand this matter and

are criticising what they term the enormous outlay. They are doing this sharply and openly. The only way to prevent this disposition to censure from crystalizing into a sentiment which it will not be easy to change is for the companies to make an earnest effort to conduct their affairs with greater economy.—United States Review.

Bigness in Life Insurance.

Of the "billion dollar limit" in life insurance the Colorado insurance report says: "We regard as reprehensible the mad and reckless race which is being made by the large life insurance companies to reach the billion dollar mark in risks written." The value of the Colorado Populist officeholder's criticism is apparent when it is considered that he is not an insurance man nor an actuary. The San Francisco fire underwriters who recently paid unjust tribute to his office entertain some opinions not altogether flattering to the Colorado man.

* * *

The race for pre-eminence in life insurance is neither mad nor reckless, and it is reprehensible only when the means employed bear unjustly on the old policyholders. The ambition to lead is an honorable one, but it ceases to be honorable when old policyholders are required to pay for that ambition.

* * *

The American people are partly responsible for this "race." They applaud big things. The country is big—big as all Europe. We have the longest river in the world, the biggest telescope, the biggest waterfall and the highest waterfall, the biggest fresh water lake, the most miles of railroads, the most wonderful valley, the most wonderful natural park, the most destructive forest fires, the biggest trees, the biggest annual fire waste, the most wealth, the biggest fire premium income, the biggest life premium income, the highest per capita life insurance, the biggest mountain area land, the biggest plain area land, the most wonderful inventions, the biggest monopolies, the greatest philanthropists, the wisest men, the biggest fools, the most large cities, the cheapest postage, the largest and most ignorant foreign population, the biggest demagogues, the biggest bruisers, the most murders, the most lynchings, the most newspapers, the most schools, the richest men and the poorest men, the best men and the wickedest men, the most people with homes, the most mortgages, the highest wages, the most labor-saving machinery and the largest

number of tramps, the most churches, the most prisons, the most asylums, the largest number of pensioners, the record of the greatest war, the record of the greatest world's fair held in a city with a record of the greatest fire, the loftiest buildings, the loftiest monument, the longest railroad, the highest passenger fares, the biggest strikes, the fastest battle-ships, the fastest locomotives, the fastest bicyclists, the fastest horses, the fastest yachts(?), the longest line of sea-coast, the greatest financial institutions, the largest accident and the largest life insurance companies, in the whole big world, and many other best, fastest, longest, widest, biggest, tallest things. Thus has the vanity of bigness been fostered—oftentimes at the expense of dollars and sense. The American people are responsible for the big life insurance companies and the race for supremacy. They applaud it—and pay for the prizes.

* * *

We have faith that it will not long be so. The strain of the race is too great—the goal is not worth the pains. And how about the dividends?

* * *

The Colorado insurance superintendent has a good deal to say about the "mad and reckless race" to reach the billion dollar mark in risks written. There is no such race! It has already been decided which company shall first accumulate \$200,000,000 assets, and which company shall first have \$1,000,000,000 of insurance in force. The largest amount written by one company last year was only a little over \$200,000,000. The other "racers" were jogging along at an easy pace some distance in the rear. Does that look like a "mad and reckless" race to write one billion of new business in a year?—if that is what the Colorado man with the strange name is talking about.

* * *

We do not wholly agree with Mr. Goodykoontz in the following, either:

"The grouping of so large an insurance in the control of a quartet of giant companies has a tendency towards creating a trust in life insurance, the like of which the commercial world has never seen. The large life companies will absorb the smaller ones, and a monopoly will then exist of which the common average mind can scarcely form a conception. That such a monopoly would be a great catastrophe goes without saying."

Truly it would be a catastrophe.

Lawyers Versus Insuranciers.

The chief of the tribe of Law in the land of King, Wash., issued a proclamation somewhat to this effect, as we see by the Seattle Post-Intelligencer:

"A herald from the tribe of Insurance Men, clothed in full armor, with helmet, vizor and shield, rose into our presence, bravely and defiantly proclaiming war against the tribe of the Law. Now, O chieftains of the Law, these men of Insurance who pretentiously claim to hover over fields of charred remains and smoldering ruins with an alleviating benediction, need to have some of the assurance taken out of them, and they and their pretentious demands be made subject to the majesty of the law."

The challenge was accepted, and the lawyers and the insurance men played ball, and the insuranciers were artistically licked.

Village Wisdom.

Nanaimo, B. C., is talking of buying the local waterworks, and improving them. Alderman Dobeson, however, thinks the improvement will bring no reduction in insurance rates. Nanaimo, being a town of wooden ranges, the insurance agents, he thinks, are taking advantage thereof to raise insurance rates. Mayor Quennell unintentionally settled this sort of logic by interposing, "An increased water supply would help to put a fire out." Most sensibly spoken! Alderman Pleace, who of course knows more about underwriting than Old Man Underwriter himself, declared that $2\frac{1}{2}$ per cent. was an exorbitant rate for the bridge. "About $\frac{3}{4}$ of one per cent. was sufficient." What company speaks first for the alderman's services as underwriter? Bile, not hazard, regulates insurance rates, according to the Nanaimo authority, for "as soon as the insurance agents lose their present attack of biliousness the rates will come down again." Another alderman was sure the insurance companies "were just working the town" to get higher rates; and even the mayor thought they were "taking advantage just on account of one l-i-t-t-l-e fire." Then the wise city fathers resolved not to insure the bridge and not to improve the water supply, and in this way amputated their noses to spite their faces.

The sugar-bounty has been removed, and no bounty will be paid this year, although contracts were made with that understanding. A number of beet-sugar factories are scattered about the country.

The Mutual Benefit Life Association.

REPORTED TO THE ATTORNEY-GENERAL OF NEW YORK FOR DISSOLUTION.—SUED RIGHT AND LEFT.—COMMISSIONER HIGGINS' REASONS FOR REVOKING THE ASSESSMENT COMPANY'S LICENSE.

The revocation of the license of the Mutual Benefit Life Association of New York by Insurance Commissioner Higgins of California was promptly followed by decisive action by Insurance Superintendent Pierce of New York, who reported the association to the attorney-general for dissolution. Unsuccessful efforts have since been made by the managers to obtain the \$110,000 reserve fund in the hands of a New York trust company.

There are numerous claimants and a large amount of unpaid claims. It is not likely that the claimants will recover a large percentage of the amount due them. Strictly speaking, this reserve fund is not liable for the death claims unless they are in excess of the American experience table.

We assume that a receiver will be appointed, and that the winding-up proceedings will be strung out to a weary length. Under the law the receiver will be obliged to bring suits against all members of the Mutual Benefit Life Association for their proportion of the accumulated death claims. The members are responsible for every dollar of debt, and are not released either by the failure of the association or by failure to pay assessments. The Mutual Benefit included in its membership a good many men of property who were looking for cheap life insurance—and found it, too. Too cheap.

This is the association which reinsured a considerable part of the membership of the bursted Bankers and Merchants of San Francisco, and which recently reinsured the Home Benefit Life Association of San Francisco without a medical examination.

Speaking of the so-called reinsurance of the Bankers and Merchants in 1891 The Coast Review said: "We believe that every dollar paid to the Mutual Benefit Life Association is money thrown away." The transferred members were advised to pay no dues or assessments to the reinsuring society.

The Mutual Benefit Life Association immediately brought criminal and civil libel suits against the publisher and the editor of The Coast Review.

The April Coast Review renewed the fight, and in double-leads said, "We welcome

the opportunity to investigate and make public the unsavory record of this notorious corporation. We shall tear from it the mask of impudent pretense which half conceals its fatal weakness and the signs of its approaching dissolution."

More libel suits followed, until \$200,000 alleged damages were claimed. The Coast Review's attorneys, W. W. Foote and E. W. McGraw, were victorious, however. The criminal suits were decided in the favor of the accused by Judge Rix, and recently the civil cases were dismissed on the motion of the plaintiff association, which paid all costs and attorney's fees. The Coast Review was always ready for trial; the plaintiff association was never ready.

Time has brought the expected revenge. The prophecies of the Coast Review have been fulfilled.

* * *

Insurance Commissioner Higgins has issued in circular form his decision in the matter. We make the following extracts:

On July 14, 1893, The Home Benefit Life Association of San Francisco and the Mutual Benefit Life Association of America entered into a contract by the terms of which the assets of the former were assigned to the latter, and the latter assumed all contracts of insurance and liabilities of the former.

Many members of the Home Benefit appealed to me for an opinion of the financial standing of the Mutual Benefit and for advice in regard to their accepting the policies offered to them by the Mutual Benefit in exchange for the old ones of the Home Benefit. I therefore made a thorough examination and found the standing of the Mutual Benefit already approved by this department and that the policyholders of the Home Benefit had been officially informed by this department that the New York department considered its standing good.

An examination of the annual statement of December 31, 1893, and a comparison with that of the year before did not, to my mind, bear out these conclusions.

I therefore requested the representatives of the Home Benefit to furnish me with a detailed statement of all transactions from the date of transfer to date, and the Mutual Benefit to furnish a statement of its business for the six months ending June 30, 1894, and notified the New York department of my action, and of my doubts in regard to the standing of the Mutual Benefit.

These reports and the statement are before me, and from them I find that the membership of the Home Benefit was transferred to the Mutual Benefit in 1893, and in its report of new business written in California in 1893, there appear 939 policies and \$2,927,500 insurance.

December 31, 1893, it reports 1,150 policies in California and \$3,954,000 in insurance.

For the six months ending June 30, 1894, it reports new business to the extent of 20 policies, representing \$58,000 in insurance, while 78 policies \$277,500 ceased to be in force, leaving on the last mentioned date in California 1,092 policies and \$3,734,500 insurance.

This statement is incorrect in almost every particular.

Of the Home Benefit, whose membership was transferred as a whole as above stated, there have, up to August 1st last, but 346 members, representing \$950,000, accepted the policies of the Mutual Benefit in lieu of their old ones. The remaining members, to the number of about 600, representing almost \$2,000,000 in insurance, have permitted their policies to lapse by refusing to accept the Mutual Benefit policies, none of which is shown in this report.

Instead, therefore, of 3,646 members as stated in the report there cannot certainly be over 3,000. It will be interesting to note what is expected of these 3,000 members.

An inspection of its report shows that claims adjusted and due are being paid on installments, in some instances in as small sums as 10 per cent. of the amount insured.

In addition it is captious, technical and dilatory in every case called to my attention, and seeks by every means within its power to delay the time when it must accept proofs.

From July 14, 1893, to June 30, 1894, there were \$82,000 in death claims presented from beneficiaries in California of which amount but \$1,000 has been paid to date, and that only as a credit on a policy for a larger amount.

It has \$67,500 in what it terms "reported" losses, some of which are many months old, and in which nothing in the way of adjustment has apparently been attempted. There are \$75,775 out of a total mortuary liability of \$286,975 in resisted claims, showing that it is resisting over one fourth of its death losses.

For these and many other reasons I might mention I find it is not carrying out the terms of its contract.

On December 31st last the total death claims, both adjusted and due, and unadjusted, resisted, reported, etc., amounted to \$313,500,

while on June 30th last these items amounted to \$359,975, an increase of \$46,275.

The 3,000 members remaining must therefore assume the payment of \$385,000 in death claims, or as it is termed in the report, contingent mortuary assets, which means assessments on the members and expenses of management which amount annually to over \$90,000.

During the six months last past, it is fair to presume that the company assessed its members as heavily as in its judgment it was wise to do, and yet but \$80,000 was realized with which to pay death losses, while the mortuary liabilities increased over half that sum. In addition the company during that time paid out more money than it received, and paid for expenses and management over \$40,000 or more than 50 per cent. of the amount it paid for death losses.

With a decreasing membership, it is to me very plain that the company cannot meet its obligations.

There are death losses of the Home Benefit prior to July 14, 1893, to be met. When this contract was made these amounted to about \$90,000 and there were due and unpaid other liabilities of about \$10,000.

The assessments collected at the office here have been applied toward the liquidation of these accounts, but there yet remains due and unpaid about \$50,000 of these death claims.

Ingersoll on Suicide.

If the views imputed to Robert G. Ingersoll, last month, on the subject of suicide, should become popular, the liberal position taken by many of the life companies in this matter will speedily be made untenable. According to the famous infidel orator, the position taken in regard to suicide, both by the law and society, is all wrong. The doctrines of the Greeks and Romans, so well illustrated by Socrates and Cato, are the correct views. Not only is suicide legitimate, but it is in many cases to be commended. A man's life, according to Ingersoll, is his own property, to be disposed of as he wills. Death is preferable to prolonged mental or physical suffering, and suicide may be merciful. It is fear of an unknown future that has inspired Christendom to condemn self-murder. The same humane instinct which leads us to put the brute out of his misery justifies the suicide. When the life has become worthless to its self or others, when it has become simply a prolonged torture, reason commends suicide as the true remedy.

From a life-insurance standpoint, however, the popularization of such views may be fraught with serious consequences. It is to those who belong to classes he describes, for whom life has no longer any charms, and who in this age of competition are suffering from its bitter disappointments, that the legitimacy of suicide is in danger of bearing practical fruit.—The Insurance Monitor.

Meeting of the Fire Underwriters' Association of the Pacific.

At the last meeting of the Fire Underwriters' Association of the Pacific a resolution was adopted extending an invitation to the Underwriters' Clerks' Association to attend a joint meeting of the two organizations on the evening of the sixth inst., at the rooms of the former association. There was a very large attendance.

President R. V. Watt opened the meeting by an address of welcome in which he referred to the pleasure it gave members of his association to receive the clerks. His address was replete with wise suggestions, commenting upon the fact that in the future the clerks would be called upon to assume the positions now filled by the managers and specials. This address was followed by a response from President Sewell of the Clerks' Association, in which he depicted the diffidence and natural modesty of his fellow members, and expressed in a pleasant way the advantages that they would derive from this joint meeting.

Edward Brown then spoke extemporaneously on the subject "How to Become an Underwriter." He commenced with the declaration that while he had known personally many of the principal underwriters of the day, yet they fell short of what might be termed the standard, and this because of the inability of any one man to embrace the comprehensive attributes of an underwriter. The address was a succinct exposition of a big subject.

Following this address was a well written paper by Mr. Thomas of The Clerks' Association on the subject of "Courtesy and Comity." Mr. Thomas presented a forcible paper. His ideas were well expressed and his views were excellent and timely.

Bernard Faymonville followed in an interesting paper on "Insurance Literature," in which he urged the clerks to commence with the policy, and after reading and comprehending that fully, to keep up with the times by reading insurance journals, which are exceedingly important auxiliaries to the profession.

This concluded the formal programme, but it was continued by the president calling informally upon a number of those present to "pass a few remarks." Major Christensen spoke of the value of these associations and their influence upon the members. He assumed that the fundamental principle of our organization was integrity.

This subject was discussed further by Mr. Dutton, who said that integrity comprehended the life of our business; that it was not only that we should be honest and true to ourselves, but that we should have faith in the honesty of those associated with us; that if we could cultivate a feeling of confidence in one another, many of the ills that now beset us would be removed.

Mr. Driffield urged the clerks to be cautious, not to let ambition carry them too rapidly to their goal, that the manager's chair was not the "soft seat" that it was pictured to be, and while it was a dignity that all ambitious members of the profession would seek, yet his advice was to "go slow."

Secretary Osborn spoke on the value of "Push and Observation," advising the young men not to be discouraged by opposition, but to push on; to employ every moment in observing the business. Whether in the field, in the town or the village, study as you move.

Mr. Spencer commented upon the serious application of one's mind to the business. He said that the successful ones were those who entered into it heart and soul, who loved their profession, and that such only could hope to be successful and to attain a position at the top of the ladder.

Mr. Boardman, Jr., spoke of the value of this joint meeting, and was confident that his associates would appreciate it to its fullest extent.

Mr. Durbrow expressed himself in a similar strain, and upon the dignity of the profession.

At this juncture, Mr. Spencer, who had had charge of the refreshments, announced that in the adjoining room the inner man would be comforted, and under the direction of Ludwig a very excellent supper was served. The meeting was adjourned and all expressed satisfaction at the pleasant gathering.

COLOGNE REINSURANCE CO.—The Review of London says of the oldest German reinsurance office: "The company is very ably managed, and its progress has been steady. The gross assets of the company exceed 11,000,000 marks, and the shareholders are liable for a further 7,200,000 marks.

August Fires.

OREGON.

4. Cottage Grove, fr boarding house and conts:

Liver'l & Lon. & Globe . . \$1,400

5. Alba, fr dwg and conts:

Liver'l & Lon. & Globe . . \$600

Caledonian 400

29. Klamath co., farm property:

Continental 1,000

3. Columbia river, steamer:

Scottish Union \$1,500

Orient 1,000

31. Nehalem, fr blgs and mdse:

German-American . . . \$2,000

27. La Grand, fr barn:

Commercial Union . . . \$1,000

31. La Grand, fr dwg and conts:

Caledonian \$750

Westchester 800

16. Pendleton, fr dwg and lumber yard:

Phoenix, Hartford . . . \$1,900

30. East Portland, fr dwg and conts:

Fire Ass'n of Pa . . . \$1,350

10. Portland, fr dwgs:

Manchester \$205

1. Portland, wareh'e and wharf:

Hamburg-Magdeburg . . \$1,816

Sun, S. F. 2,000

Firemans Fund 2,200

Connecticut 1,630

Manchester 2,000

Queen 1,680

Hamburg-Bremen . . . 1,815

.Etna 2,500

Palatine 7,500

Ins. Co. North America . 2,000

Phoenix, London . . . 5,000

Western 1,000

Total \$31,141

28. Portland, hhd furni:

Fire Association \$600

1. Portland, br store blg:

London Assurance . . . \$143

4. Portland, conts. of saloon:

Firemans Fund \$1,358

29. Portland, dwgs and conts:

American Central . . . \$300

Orient 700

Firemans Fund 233

25. Salem, hops:

Western \$675

17. Salem, hhd furni:

Western \$100

7. Washington co., fr dwg and barn:

American, Pa. \$2,740

6. Oregon City, boots and shoes:

.Etna \$192

8. Umatilla co., wheat:

Royal \$126

24. Umatilla co., growing grain:

Manchester \$300

2 (July) Klamath Falls, store building:

New Zealand \$360

23. (June) Harrisburg, bldg and machinery:

New Zealand \$975

17. Umatilla co., fr saw mill and conts:

Scottish Union \$ 746

London & Lancashire . . 1,750

Orient 203

Palatine 450

13. Gervais, church:

Springfield \$3,600

Small losses \$ 600

Total Oregon . . \$75,859

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WASHINGTON.

30. Callam co., fr dwg:

Scottish Union \$1,000

Caledonian 300

3. Ballard, fr blg:

Fireman's Fund \$500

3. Fairhaven, hhd furni and fr dwg:

British America \$289

Providence-Washington . 477

31. Everett, sash and door factory:

Western \$1,500

Magdeburg 1,000

Phoenix, Hartford . . . 1,400

6. Chehalis co., dwg:

Continental \$407

3. Centerville, fr dwg and furni:

Phoenix, Hartford . . . \$600

19. Lake Park, hhd furni:

Phoenix, Brooklyn . . . \$978

16. Cheney dwg:

Hartford \$364

8. Dayton, dwg and conts:

Hartford \$106

17. King co., fr barn:

Scottish Union \$300

21. Pierce co., sawmill:

Scottish Union \$1,000

Manchester 1,000

Hamburg-Madburg . . . 1,000

Caledonian 1,000

Orient 1,000

30. (July) ———, shingles:

Palatine \$1,000

19. Pierce co., fr dwg:

.Etna \$509

26. (July) Pullman, gen mdse:

Norwich Union \$3,450

13. Rockford, fr dwg and conts:

Liver'l & Lon. & Globe . \$1,375

14. Rochester, fr dwg:

Palatine \$500

25. (July) Spokane, hhd furni:

American Central \$691

2. (July) Spokane, hhd furni:

Delaware \$349

15. Spokane, dwg:

Norwich Union \$210

25. (July) Spokane lodg. house furni:

Royal \$208

14. Spokane, fr dwg:

Scottish Union \$150

3. Spokane, groceries:

American, Pa. \$100

3. Spokane, fr dwg:

Michigan \$288

9. Spokane, dwg:

Home Mutual \$1,264

— Spokane, fr dwg:

Alliance \$250

2 (July) Spokane, dwg:

Atlas \$141

7. Spokane co., dwg and furni:

Manufacturers & Build'rs . \$309

3. Seattle, furni store:

Transatlantic \$130

3. Seattle, fr store blg:

Hanover \$200

19. Seattle, dwg:

Royal Exchange \$300

20. Seattle, fr dwg:

American Central . . . \$481

4. Snohomish, fr dwg and hhd furni:

Phenix, Br \$1,463

2. Stevens co., barn and hay:

Palatine \$250

28. (July) Tacoma, hhd furni:

Firemans Fund \$700

8. Tacoma, dwg:

Firemans Fund \$433

22. Snohomish, dwg:

Niagara \$600

9. Tacoma, fr dwg:

.Etna \$659

23. Tacoma, fr dwg:

Caledonian \$300

8. Tacoma, fr dwgs:

North British \$1,500

19. Tacoma, fr dwg:

North British \$600

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| 9. Tacoma, millinery: | |
| American, N. J. | \$165 |
| Manchester | 103 |
| 17. Tacoma, dwg: | |
| Sun, S. F. | \$425 |
| 22. Tacoma, fr dwg: | |
| Commercial Union | \$200 |
| 8. Tacoma, fr bldgs: | |
| German-American | \$1,110 |
| 9. Tacoma, fr dwg: | |
| Phenix, Brooklyn | \$495 |
| 1. Walla Walla, b'ding house: | |
| Western | \$400 |
| 5. Walla Walla, b'ding house: | |
| Firemans Fund | \$693 |
| 18. Walla Walla, fr dwg: | |
| Phenix, Br. | \$1,700 |
| 6. Wooley, shingle mill: | |
| American Central | \$1,000 |
| Palatine | 250 |
| 5. Walla Walla, fr store blg: | |
| Westchester | \$800 |
| 6. Walla Walla, lodg. house: | |
| Transatlantic | \$400 |
| 36. Whatcom co., school bld and | |
| conts: | |
| Orient | \$1,500 |
| 16. New Waatcom, dwg & conts: | |
| Scottish Union | \$500 |
| 23. New Whatcom, fr dwg: | |
| Phenix, Hartford | \$800 |
| 25. New Whatcom, store and fr | |
| dwg: | |
| German-American | \$4,500 |
| 28. New Whatcom, fr dwg and | |
| conts: | |
| London & Lancashire . . | \$3,000 |
| Ins. Co. North America . | 4,500 |
| Home, N. Y. | 3,000 |
| Small losses | \$ 5400 |
| Total Washington | \$60,183 |

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IDAHO.

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|----------------------------------|---------|
| 25. Bingham, farm property: | |
| Continental | \$120 |
| 22. Bingham, farm property: | |
| Continental | \$100 |
| 26. Blackfoot, fr blg and furni: | |
| German-American | \$1,000 |
| 3. Moscow, fr dwg and conts: | |
| Phenix, Hartford | \$416 |
| Total Idaho | \$1,636 |

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MONTANA.

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|---------------------------|--------|
| 29. Elliston, gen'l fire: | |
| Orient | \$ 650 |
| Scottish Union | 1,350 |
| Ins. Co. of N. A. | 200 |

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| 6. Deer Lodge co., farm dwg, etc. | |
| Continental | \$3,200 |
| North British | 2,000 |
| 16. Butte City, hhd furni: | |
| London & Lancashire . . | \$600 |
| 23. Helena, store blg: | |
| Connecticut | \$500 |
| 29. Helena, blg: | |
| Delaware | \$700 |
| 23. Helena, hhd goods: | |
| Transatlantic | \$250 |
| 22. Miles City, dwg and conts: | |
| Hartford | \$766 |
| 1. Wickes, dwg and conts: | |
| Hartford | \$400 |
| Small losses | \$ 1,061 |
| Total Montana | \$11,677 |

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BRITISH COLUMBIA.

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| 19. Victoria, fr blg: | |
| Hartford | \$100 |
| 15. New Westminster, blg: | |
| Phenix, Br. | \$500 |
| 2. Victoria, passenger steamer: | |
| Ins. Co. North America . | \$1,500 |
| 22. Victoria, mdse and br blgs: | |
| Scottish Union | \$2,500 |
| Commercial Union | 250 |
| Total British Col. . . | \$4,850 |

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WYOMING.

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|----------------------------------|-------|
| 29. (July) Rock Springs, fr blg: | |
| Palatine | \$154 |

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HAWAII.

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| 1. Mahukowa, gen'l mdse: | |
| German-American | \$1,750 |
| London & Lancashire . . | 750 |
| 31. (July) Honolulu, gen'l mdse: | |
| Manchester | \$2,500 |
| Total Hawaii | \$5,000 |

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COLORADO.

| | |
|----------------------------------|---------|
| 2. Monte Vista, mdse: | |
| National, Hartford . . . | \$1,000 |
| 24. Creede, hoisting works: | |
| National Hartford . . . | \$1,083 |
| 12. Durango, fr dwg & hhd furni: | |
| North British | \$850 |
| 8. (July) Glenward Springs, dwg | |
| and hhd furni: | |
| Prussian National . . . | \$1,483 |
| 9. (July) Leadville, boarding | |
| house: | |
| Atlas | \$370 |
| National, Ireland | 370 |
| 9. Douglas co., fr stable: | |
| Svea | \$400 |

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| 7. Pueblo, groceries: | |
| Scottish Union | \$ 2,500 |
| Home Mutual | 4,000 |
| Prussian National | 2,500 |
| Alliance | 7,500 |
| North British | 3,000 |
| Palatine | 11,500 |
| National Hartford | 1,750 |

Total \$32,750

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| 7. Pueblo, bk agr'l store: | |
| Alliance | \$200 |
| 4. Pueblo, br blg and groceries: | |
| Manchester | \$4,644 |
| 12. Cripple Creek, hhd furni: | |
| Home Mutual | \$500 |
| 13. Denver, dwg: | |
| Home Mutual | \$2,093 |
| 18. (June) Denver, blg and mdse: | |
| Prussian National | \$473 |
| 3. Denver, blg: | |
| New Zeland | \$227 |
| 28. Denver, br and stone blg: | |
| Svea | \$250 |
| — Trinidad, blgs: | |
| Prussian National | \$350 |
| Small losses | \$ 4,000 |
| Total Colorado | \$50,973 |

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NEVADA.

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|------------------------------|----------|
| 5. Dayton, cordwood and lum- | |
| ber: | |
| Connecticut | \$2,545 |
| National, Ireland | 1,472 |
| Queen | 2,545 |
| Ins. Co., N. A. | 1,963 |
| Phenix Hartford | 1,963 |
| German-American | 2,120 |
| North British | 4,000 |
| Springfield | 1,472 |
| Total | \$18,080 |

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|------------------------------|----------|
| 10. Yerrington, store: | |
| Queen | \$600 |
| 10. Elko, fr store and mdse: | |
| Home, N. Y. | \$740 |
| — (May) Hika, quartz mill: | |
| North British | \$2,500 |
| Total Nevada | \$21,920 |

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NEW MEXICO.

| | |
|--------------------------------|---------|
| 28. (July) Albuquerque, br and | |
| stone blg: | |
| Palatine | \$113 |
| — (July) Correllos, slaughter | |
| Prussian National | \$1,000 |

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UTAH.

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| 28. Utah co., farm property: | |
| Continental | \$150 |

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| 20. Box Elder, fr dwg and barn: American, Pa \$500 | 9. Chico, fr dwg: Firemans Fund \$250 | 13. Glendora, fr dwg: Queen \$582 |
| 6. Weber co., farm property: Continental \$1000 | 20. Clinton, gen'l fire: Royal \$2,614 | 27. Gonzales, fr dwg: Commercial Union \$450 |
| 10. Weber co., fr dwg and barn: American, Pa \$1,581 | 8. Caspar, dwg and conts: Hartford \$500 | 19. Hanford, fr dwg: Firemans Fund \$348 |
| 22. Wasatch, farm property: Continental \$600 | 20. Colusa co., barn and hay: Phoenix, Br \$700 | 8. Hanford, fr dwg: London Assurance \$107 |
| 20. Salt Lake City, hhd furni: American, Pa \$100 | 31. (July) Delta, store blg and gen'l mdse: Home Mutual \$500 Firemans Fund 1,500 | 5. Hanford, fr blgs and conts: Palatine \$1,500 Liver'l & Lon. & Globe 718 Prussian National 1,000 Providence-Washington 487 Firemans Fund 552 |
| 16. Ogden, hhd furni: Milwaukee Mechanics \$177 | 13. Eureka, fr blg: German-American \$400 | 15. Hanford, hay in stack: Liver'l & Lon. & Globe \$405 |
| — Ogden, canned goods: American, N. J. \$3,000 | 14. Englewood, fr dwg: Union, London \$666 | 9. Ione, fr dwg: Agricultural \$700 |
| 8. (July) Ogden, fr blg: New Zealand \$525 (July). Cache co., fr dwg: New Zealand \$400 | 1. Fresno, hotel: Home Mutual \$360 Ins. Co. North America 180 Etna 360 | 15. Kern co., hay in field: Firemans Fund \$327 Hartford 347 |
| 16. Cache co., farm property: Continental \$500 | 14. Fresno co., fr dwg and barn: Phoenix, Br \$315 | 18. Kern co., hay: Scottish Union \$232 |
| 6. (July) Salt Lake, dwg: Atlas \$300 | 13. Fresno, fr barn: London & Lancashire \$250 | 28. Kings co., fr barn: Hartford \$400 |
| Small losses \$700 | 16. Fresno, br blg: Palatine \$100 Liver'l & Lon. & Globe 860 | 27. Kern co., fr barn: Scottish Union \$1,670 |
| Total Utah \$8,636 | 16. Fresno, restaurant: Prussian National \$754 | 5. Kern co., hay in stack: Etna \$325 |
| Total outside territory \$212,001 | 8. Fresno, barn: Queen \$750 | 24. Kern co., farm property: Continental \$900 |
| — | | |
| CALIFORNIA. | | |
| 5. Butte co., fr dwg and conts: New Zealand \$1,221 | 8. Fresno, fr dwg: Phoenix, Br \$400 | 28. Los Gatos, fr blg: North British \$1,500 |
| 7. Butte co., fr dwg and conts: Agricultural \$1,072 | 10. Fresno, fr barn: North British \$188 | 24. Los Gatos, opera house blg and conts: Home Mutual \$991 Palatine 1,000 Queen 2,000 Sun, S. F. 500 Transatlantic 1,000 Westchester 1,500 |
| 19. Bodie, quartz mill: Palatine \$2,000 London & Lancashire 13,500 Prussian National 1,500 Hartford 5,000 Firemans Fund 2,500 | 26. Fruitvale, fr dwg: Niagara \$1,019 Home, N. Y. 800 | 25. Los Gatos, furniture & dwg: Firemans Fund \$156 |
| Total \$24,600 | 24. Fort Jones, br store blg and gen'l mdse: Phoenix, Hartford \$225 Connecticut 680 | 26. Los Gatos, frame blacksmith shop: N. Y. Underwriters \$114 |
| 27. Alameda, hhd furni: German-American \$600 | 25. Guerneville, gen'l fire: American, N. J. \$100 Commercial Union 300 Transatlantic 500 Etna 1,000 Firemans Fund 1,400 Phoenix, London 1,600 Hartford 700 Westchester 4,900 London & Lancashire 4,450 German-American 9,356 Palatine 10,193 Prussian National 100 | 30. (July) Lorin, hhd furni: Phoenix, Br \$471 |
| 12. Bloomfield, fr barn: London & Lancashire \$150 | Total \$31,599 | 28. Lassen co., fr dwg and conts: Phoenix, Br \$800 |
| 31. Alameda, fr dwg: Phoenix, London \$430 | | 21. Lassen co., sawmill & conts: Hartford \$2,000 |
| 8. Burbank, fr dwg: Union, London \$1,800 | | 9. Lodi, fr dwg and conts: Firemans Fund \$802 |
| 30. Alameda co., fr dwg & conts: Liver'l & Lon. & Globe \$500 | | 8. Los Angeles, fr dwg: North British \$200 |
| 24. Alameda, dwg: Helvetia \$224 | | 20. Los Angeles, fr dwg: Firemans Fund \$423 |
| 24. Angels Camp, grand stand: American, N. Y. \$1,000 | | |
| 3. Briceland, fr saloon: Firemans Fund \$272 | | |
| 9. Chico, fr blg: Springfield \$400 | | |

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| 29. Los Angeles, wines & cigars Phenix, Br. \$500 | 18. Mendocino co., fr store blg: Liver'l & Lon. & Globe . \$1,000 | 26. San Jose, glove factory: New York Underwriters . \$1,400 |
| 28. Los Angeles, fr dwg: Connecticut \$3,000 American Central 3,000 Delaware 3,000 | 16. Mendocino co., fr hotel, blgs and conts: Liver'l & Lon. & Globe . \$2,050 Continental 600 London & Lancashire . . 4,550 Palatine 2,500 Hartford 4,250 Total \$13,950 | 28. San Jose, dwg and hhd furni: Continental \$100 Firemans Fund 174 |
| 23. Los Angeles, planing mill: Helvetia \$500 Phenix, Br. 500 Svea 500 | 16. Los Angeles, warehouse: Hamburg-Magdeburg . . \$250 | 16. San Jose, fr cottage & barn: Royal \$1,080 |
| 16. Los Angeles, fr blg: Fire Association 688 | 23. Los Angeles, fr dwg: National, Hartford . . . \$734 | 13. San Jose, dwg: Queen \$700 |
| 14. Los Angeles, fr blg & barn: Phenix, Br. \$704 | 14. Los Angeles, hhd furni: Providence-Washington . \$240 | 15. San Jose, fr dwgs: Springfield \$1,500 |
| 19. Los Angeles, hhd furni: Phenix, Br. \$1,300 | 25. Los Angeles, fr dwg & barn: Phenix, Br. \$1,300 | 29. Near San Jose, barn: Northwestern National . \$500 |
| 17. Lemoore, gen'l fire: American, N. Y. \$ 165 Western 1,356 Springfield 900 Norwich Union 444 Phenix, Hartford 900 Ins. Co. of N. A. 430 Home, N. Y. 130 Liver'l & Lon. & Globe . . 2,665 Manchester 1,750 American Central 130 London & Lancashire . . . 175 Palatine 769 Home Mutual 543 Atlas 554 Total \$10,451 | 28. Oakland, fr dwg: Home Mutual \$1,000 | 14. San Jose, hhd furni: Prussian National \$500 |
| 20. Modesto, br and fr blgs: Manchester \$625 | 13. Pomona, fr livery stable: Home, N. Y. \$500 | 15. San Jose, hhd furni: Prussian National \$370 |
| 24. Modesto, livery stable, wag- ons, etc.: British America \$1,800 Western, Toronto 1,750 Home Mutual 693 Williamsburg City 500 Hartford 150 St. Paul 271 Lancashire 677 Royal 1,000 | 2. Placer co., dwg and conts: Firemans Fund \$375 | 9. San Jose, grocery: Magdeburg \$241 |
| 26. Modesto, blg and stock: Home Mutual \$1,137 | 26. Placerville, dwg: National, Hartford \$382 | 9. San Jose, dwg and furni: Springfield \$105 |
| 27. Modesto, fr dwg and piano: Hanover \$250 | 26. Placerville, blg and mch: Palatine \$800 | 10. San Jose, fr store blg: Firemans Fund \$316 |
| 1. Marin co., dwg and hhd furni. stable and tank house: Pennsylvania \$1,900 Phenix, Br. 7,200 New Zealand 419 Connecticut 1,900 Total \$11,419 | 13. Placer co., farm property: Continental \$800 | 28. San Pedro, blg and conts: Prussian National \$450 |
| | 6. Paso Robles, fr blg and conts Continental \$130 | 13. San Luis Obispo, furni and carpets: Royal \$1,077 |
| | 2. Red Bluff, br store and fix- tures: Commercial Union \$110 Liver'l & Lon. & Globe . . 225 Prussian National 700 | 29. Santa Clara co., fr barn, etc: Firemans Fund \$200 |
| | 17. Red Bluff, fr dwg and furni: Merchants \$560 London Assurance 380 Liver'l & Lon. & Globe . . . 166 | 24. Solano co., farm property: Continental \$150 |
| | 5. Rocklin, dwg and conts: Firemans Fund \$2,316 | 6. San Luis Obispo co., farm property: Continental \$200 |
| | 8. San Jose, pottery: Ins. Co. of N. A. \$1,000 Prussian National 1,000 North German 2,000 Hamburg-Bremen 2,000 Phenix, London 5,000 Palatine 3,500 Etna 1,000 Transatlantic 3,000 Lancashire 2,000 Teutonia 500 Hartford 2,000 Aachen & Munich 1,000 Northern Assurance 6,000 Total \$30,600 | 1. Santa Margarita Ranch, grow- ing grain: Liver'l & Lon. & Globe . . \$135 Phenix, Br. 101 |
| | 15. San Jose, fr blg: Liver'l & Lon. & Globe . . \$414 | 25. San Joaquin co., growing grain: N. Y. Underwriters \$160 |
| | 13. San Jose, fr blgs: Aachen & Munich \$926 | 31. Various, growing grain: Hartford \$125 |
| | 15. San Jose, saloon blg: New York Underwriters . \$403 National, Hartford 277 | 19. (July) Stanislaus co., grow- ing grain: North British \$125 |
| | | 25. Salinas, baled hay: German-American \$112 |
| | | 17. San Joaquin co., harvester: Ins. Co. of North America . \$800 |
| | | 27. Sacramento, harvester: Phenix, Br. \$350 |
| | | 23. Sacramento, harvester: American, Pa. \$1,000 |
| | | 21. Sacramento co., combined harvester: Caledonian \$550 |

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| 31. (July) San Joaquin co., hay: Firemans Fund | \$105 |
| 26. Santa Rosa, fr barn and con- tents: Westchester | \$510 |
| 28. San Luis Obispo, farm prop- erty: Continental | \$1,000 |
| 25. Sacramento co., hhd furni: Phenix, Br. | \$200 |
| 1. Sacramento co., traction en- gine: Caledonian | \$100 |
| 19. San Bernardino, fr dwg and contents: Westchester | \$1,625 |
| 20. Sacramento co., fr dwg: Etna | \$2,000 |
| 7. San Diego, plumber stock: Transatlantic | \$100 |
| Delaware | 100 |
| 31. Santa Clara co., fr dwg and barn: Phenix, Br. | \$850 |
| 26. (July) Stockton, fr dwg: Hanover | \$200 |
| 16. Sacramento, br bldg: London & Lancashire . . . | \$100 |
| 17. Rio Dell, fr dwg: American Central | \$300 |
| 5. San Diego co., fr barn: Phenix, Br. | \$897 |
| Northern Assurance | 475 |
| 11. Santa Clara co., dwg & con- tents: London Assurance | \$1,400 |
| 13. Stanislaus co., harvester: Queen | \$600 |
| 6. Sacramento, wearing apparel Commercial Union | \$1,000 |
| 15. Sacramento, br theatre: Liver'l & Lon. & Globe . . | \$200 |
| 21. Santa Rosa, bldg: Home Mutual | \$600 |
| 17. Stockton, livery stable: Westchester | \$ 925 |
| N. Y. Underwriters | 1,240 |

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| 30. Stockton, hhd furni: Svea | \$200 |
| 20. Stockton, carriage: Commercial Union | \$200 |
| 29. San Pedro, restaurant: Pennsylvania | \$390 |
| 19. Solano co., fr dwg and contents: London & Lancashire . . . | \$100 |
| 11. San Bernardino co., fr dwg: Phenix, Br. | \$3,500 |
| 19. Yolo co., fr barn: Hartford | \$250 |
| 27. Visalia, bldg: Home Mutual | \$900 |
| 13. Towle, lumber: London Assurance | \$250 |
| 8. Visalia, hhd furni: American Central | \$969 |
| 20. Tehama co., fr dwg and barn Phenix, Br. | \$600 |
| 16. Tuolumne co., farm property: Continental | \$1,400 |
| 22. Tulare co., farm property: Continental | \$500 |
| 20. Willows, fr dwg and contents: Firemans Fund | \$733 |
| Springfield | 600 |
| 18. Woodland, fr barn: Firemans Fund | \$400 |
| 14. Tehama co., growing grain: Phenix, Hartford | \$300 |
| 8. Traver, fr dwg and contents: Home, N. Y. | \$895 |
| 23. Woodland, fr dwg and contents: Providence-Washington . . | \$3,250 |
| Scottish Union | 2,000 |
| 21. Tehachapi, fr dwg and contents: German-American | \$900 |
| 11. Willows, fr dwg: Agricultural | \$636 |
| 22. (July) Willows, soda-water works: Patriotic | \$900 |
| Imperial & Lion, estim'd, \$40,000 Small losses | \$21,000 |
| Total California, S. F. excepted . \$290,420 | |

SAN FRANCISCO.

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| 1. Stable and contents: British America | \$678 |
| Fire Association | 752 |
| Palatine | 750 |
| 3. Liquors: Palatine | \$132 |
| 31. (July) Dwg: Palatine | \$775 |
| 9. Fr dwg, etc: Commercial Union | \$445 |
| 20. Fr bldg, etc: Commercial Union | \$260 |
| 14. Clothing: Scottish Union | \$250 |
| 8. Machine shop: St. Paul | \$321 |
| 13. Wagons, horses, etc: Pennsylvania | \$215 |
| American, Pa. | 105 |
| Traders | 450 |
| New Zealand | 300 |
| 29. Br bldg: Phenix, Br. | \$100 |
| Pennsylvania | 100 |
| 15. Hhd furni: North German | \$131 |
| 20. Store and dwg: North German | \$212 |
| 13. Furni and fixtures: New Zealand | \$337 |
| 20. Dry goods: Royal Exchange | \$1,300 |
| 30. Stock and fixtures: Niagara | \$322 |
| 31. Br bldg: Hamburg Magdeburg . . . | \$200 |
| 31. Fr dwg: Commercial Union | \$300 |
| Small losses | \$1,200 |
| Total San Francisco . \$9,635 | |
| Total California . \$300,055 | |
| Total Pacific Coast, \$542,056 | |
| Total to date, 1891 . . . \$3,340,215 | |
| Total to date, 1893 . . . 3,806,862 | |

Life insurance soliciting has risen to the dignity of a profession, and among no other class of men are professional ethics so disregarded. The physician who would steal another's patients, or the lawyer who would solicit the business of his brother's clients, would at once be tabooed by his fellows, and yet every day life insurance solicitors, by spe-

cious arguments, induce men to drop policies in other companies and re-insure with them. These tactics may be apparently successful at times, but they eventually bring life insurance into disrepute. There is room for all, and the agent who respects the rights of his competitors will be the most successful in the end.—Insurance World.

The Old United States Fire Insurance Company.

The withdrawal of the United States Fire from several of the Pacific states and territories some months ago gave rise to a rumor to the effect that the company contemplated withdrawing from California. On the contrary, the United States will extend its operations to all desirable points in this state, and will seek by honorable competition to procure its share of desirable business.

President W. W. Underhill has made his long-promised visit to the Pacific Coast, and has effected such arrangements with his progressive representatives here (V. W. Gaskill & Co.) as to warrant flattering predictions of the company's business in this field in the near future.

The United States Fire is seventy-one years of age, and throughout the country it is respected as thoroughly sound, honorable and progressive. Its record is an exceedingly creditable one, in its dealings with both policyholders and agents. The policy of the company is conservative in those particulars which make for security; but at the same time it is a policy broad enough to be liberal in the writing of risks and the payment of claims.

President Underhill has now given Messrs. Gaskill & Co. the latitude required to firmly plant the United States Fire over California, in a way and to an extent which will insure a large and desirable business, and a permanent agency plant.

The managers of the United States Fire can congratulate themselves on the character of their investments. While the most of the fire offices suffered serious inroads on assets and surplus funds by the general depression in securities, the United States Fire passed through the financial ordeal with little drain on its resources. For every dollar of liabilities to policyholders it has two dollars and seventeen cents in funds.

Messrs. Gaskill & Co., the general agents, have become pretty well known in this field as a zealous and loyal agency firm, with whom it is a pleasure to have dealings.

Congress has adjourned, and there will be no more tariff-tinkering—not before next December, at least. Business is picking up in consequence. Very favorable reports come to us from the East, and even the Pacific Coast gives welcome signs of revival. Times are bound to improve for awhile, anyway, and we all can help the cause a little by saying

"times are improving." Confidence is a great factor in prosperity. Whether we think the country has paid too much or little enough for its tariff reform we all want prosperity, and we can help secure it by pounding the drum and blowing the horn with the refrain, "Business is better."

The Pacific Mutual in Ohio.

Some time ago the Pacific Mutual Life Insurance Company removed its Ohio general agent, Geo. F. Miller, and appointed P. W. Ditto, as his successor. Miller, the deposed, thereupon brought suit against the company in an Ohio state court, for alleged damages. The company's counsel, on their own motion, had the case removed to a federal court. This, as the attorneys should have known, was a violation of section 3620 of the Ohio statutes, which prohibits the removal of a case from a state to a federal court, under penalty of revocation of the insurance company's license. The design of the statute was to protect policyholders, not disgruntled agents or others; but the law, as it reads, left Commissioner Hahn no alternative but to cancel the company's certificate. The company is endeavoring to have the case remanded from the federal to the state court, which will enable the commissioner to renew the company's license. It is a provoking affair as it stands, for which the managers of the Pacific Mutual are in no way responsible. A foolish law embarrasses the company and annoys its policyholders, and protects a man who was "dismissed for cause."

Commissioner Hahn writes that the revocation of the company's license was solely on technical grounds, and he adds, "I have never at any time questioned the solvency of this company. Upon the other hand, I am free to say that the company's statement, filed in this department, shows it to be perfectly solvent and able to protect its contracts."

Caledonian Insurance Company.

At the annual meeting of the shareholders a balance sheet was presented, showing \$9,253,000 assets. The chairman said: The results of 1894 are much more favorable than the figures at the corresponding date in 1893." The Caledonian has nearly \$2,000,000 invested in the United States. Balfour, Guthrie & Co. (Geo. W. Spencer, manager) are the Coast representatives.

TWO NAME-STEALING Mutual Benefit hat-passers, one of Hartford and the other of New

York, have recently failed. The genuine Mutual Benefit Life Insurance Company of New Jersey will not be sorry.

The American Insurance Press.

Insurance Opinion heads one of its clippings "Of Interest to Underwriters." It is somewhat unusual to find such a paragraph in an insurance journal.

The Weekly Underwriter speaks of "alleged" fire-bugs who were arrested for "setting fire to buildings." A news item in the same issue is as follows: "Edwin Pider assumes the general agency of the New England insurance company at Denver."

COMFORTING. President Whiton of the bursted Mutual Benefit Life Association says the policyholders will all be reinsured in some other company. This must be comforting to the policyholders, who mostly were themselves reinsured by the Mutual Benefit Life Association. It costs nothing to reinsure one hat-passer in another, and it sounds well. But how much good did it do the members of the Home Benefit of San Francisco to be reinsured in the Mutual Benefit of New York? A San Francisco paper, announcing the contemplated reinsurance of the New York concern, said "the policyholders will lose nothing." Isn't a claimant a policyholder? Who will pay the numerous claimants of the Mutual Benefit Life Association? Certainly not the reinsurer, and as certainly not the receiver with the present funds of the association. Is it to be believed that the receiver can successfully sue the members for the amount of the indebtedness of this name-pirating hat-passer? He should try, anyway.

ANARCHISTS AS INCENDIARIES.—According to a newspaper report Carl Herlitz, a Chicago anarchist, has confessed to membership in an organized band of incendiaries. He said he came from New Orleans five years ago and met a man named Scharff, who instructed him in anarchistic doctrines. Later Scharff suggested that the most rational way to secure reversals for capitalists was to get after the insurance companies. Bombs and other anarchistic paraphernalia were adopted for use and operations were commenced. Scharff did the preliminary work, but left the actual firing to Herlitz, and was to receive 5 per cent of the money received from the insurance companies. Herlitz said Scharff had many other pupils, and derived a big revenue on the 5 per

cent. It is claimed the compensation of Herlitz for each fire for which he was responsible was \$100.

Transatlantic Fire.

The annual statement of this well established Hamburg company shows gains in resources and business and a very satisfactory condition of affairs, with a handsome net surplus of nearly \$300,000. The American branch statement is especially creditable, showing over \$300,000 surplus, and a steadily increasing business. The Pacific Coast business of the Transatlantic is being built up fast. V. Carus Driffield is the manager for the Coast.

Drawn from Official Organs.

A new insurance paper called the Bladder has been started at Alauta, Ga. Not having yet seen a copy, we are not advised whether it is a special advocate of the sprinkler system or not.—Once in a While.

We were discussing the risk at the counter and the broker remarked: "Well, I think it is about time that those who pay the losses should have something to say about the risk, the way the forms should read, and who should adjust the loss. There is entirely too much dictation from the broker and the assured." Naturally we looked at him and wondered if the millennium were at hand. But there is no use disguising it from our readers; we were only dreaming, and as we awoke the clock struck 4. Then followed three hours of disappointment and reflection.—Rambling Notes.

LIFE COMPANIES AND WOMEN.—A recent compilation by the Insurance Post, which we assume to be fairly correct, presents the following interesting information: No Extra Charge—Pacific Mutual, National Life, New England Mutual, Union Mutual, Home Life, Union Central, Massachusetts Mutual, No Extra on Endowment, etc.—Washington, Conn. General, Phoenix Mutual. Refuse Female Risks—Northwestern, Provident Savings, Mutual Benefit. Five Dollars per Thousand Extra—New York, Equitable, Connecticut Mutual, Manhattan, Mutual Life, Aetna, Travelers, Germania, United States.

The Coast Review.

A handsomer publication was never issued on this Coast.—Occasional Typograph.

"The children cry for it." Managers will consult their interests by sending copies to their agents.—C. B. Arnold.

The Northern Assurance Company.

At the recent annual meeting of this British office the chairman said:

"It is true—and I suppose that most of you have already seen it from the newspapers—that American fire insurance business has not been good in recent years, but the Northern, as is the case with the other British offices operating in the United States, has been unwilling to leave a field which is the largest for fire insurance purposes in the world, and which in better times yielded no small share of the profits of some of the most distinguished British offices. Having built up a connection in America at much cost and with great labor, the directors, after giving the most thorough consideration to the question, have deliberately come to the conclusion that it would be unwise to abandon the business. In this connection you will be glad to know that the American prospects for the current year are better than they have been since 1890, our losses in the States to this date being about \$29,000 less than they were at the corresponding period of 1893."

The Northern, represented here by Geo. F. Grant, has over \$8,000,000 assets and an increasing business. The London, also represented by Mr. Grant, has nearly \$9,000,000 assets.

LAND OF THE MILLIONAIRE.—The London Insurance Spectator says: It seems more than probable that it will fall to the lot of our cousins of the United States to work out for the common advantage more than one of the financial problems that modern capitalism is evolving. In the ordinary course of things it might have been anticipated that these questions would have been first developed in our older, and in some respects richer, country. But the United States has become, for reasons that it is unnecessary to discuss, the home of capitalism, the land of the millionaire. In no other country are the rights of ownership recognised in so absolute a manner: nowhere else are such vast accumulations of convertible property at the absolute disposal of a few individuals. The railway rings and the great grain, oil, and other trusts have hitherto been the most conspicuous outcome of this class of combination, but the enormous development of the three great life assurance offices of the United States, suggests the possibility of the appearance of a new financial power as great or greater than any of these.

A PENNSYLVANIA FIREMAN has designed a clock and electrical attachment to record the time occupied in turning out from the fire-station. The wheels of the hose carriage in the station stand on two copper plates connect-

ed with wires, and when the alarm comes in it throws on the switch, connecting the circuit and setting the clock in motion. As soon as the carriage moves it opens the circuit, the clock stops and the time is taken.

MUTUAL RESERVE FUND.—The London board of trade makes a return to a parliament in which the following appears as the statement of this American hat-passer:

All policies are on the assessment plan, and are of the nature of renewable term policies.

The association furnishes sixty days term insurance at cost, with a slight loading for reserve.

All policies terminate by effluxion of time at the expiration of sixty days, and the liability under the association policies or certificate is, therefore, the risk premium for the unexpired term of the mortality period current.

At the expiration of the sixty days term, a policy may be renewed by the payment of the assessment then made, and so on from time to time.

Assessments are made bi-monthly on the first week day of the months of February, April, June, August, October, and December in each year, and it is a condition of the policies that the amount so assessed shall not exceed the maximum rates as per table, according to the then age of each member.

At the expiration of every two months the association has the power to assess each member as to the amount of premium shall be respectively paid thereon, and the insured on his part either agrees by payment or declines to continue.

LIKE A GOOD SURGEON.—The Coast Review of San Francisco always has its knife in the good old Sun Insurance Co. . . . Well, there is no denying that if the Sun had never gone into "the States" it would have been a great deal better off.—Policyholder, England.

TWO OR THREE years ago The Coast Review, in articles exposing the condition of the Mutual Benefit Life Association of New York, spoke of it as "fly-blown." Well, the association was rotten then, and it is dead now.

"The Fourth Estate."

The Lord uses the whole space of the universe to advertise his goodness, yet the devil gives one a pretty good idea of his meanness through one man who won't pay for his paper.

Patting the editor on the back and telling him that he is making a good paper don't help him pay the printer. The best way to prove that you like the paper is to subscribe for it and be sure you pay in advance.

T. W. Whitehouse, agent at Spokane, Wash., came near dying last week from an overdose of morphine.

Pacific Coast Chips.

The State Ins. Co. of Salem, Or., has been sued for \$1,000, the amount of a policy issued by the defendant on a barn.

—President Underhill, of the United States Fire Ins. Co. of New York, is visiting the principal cities of California. Mr. Underhill has been connected with the company in various capacities since 1866, and has been its president for twelve years.

—H. M. Newhall & Co. have been appointed general agents for the London Assurance (marine department) for this Coast. This branch of the company was formerly represented by Starr & Co. Messrs. Newhall & Co. also represent the Ocean Marine, in addition to their fire insurance companies.

—The Santa Cruz city council has resolved to partly reorganize the old fire department, and no longer trust wholly to "the finest water supply and fire protection on the Coast." Still, the council will rely on the waterworks which failed to work one night last summer. Two hose carts and a hook-and-ladder truck and portable fire extinguishers have been added.

—A rumor, which appears to be wholly groundless, affecting the Ins. Co. of North America and the Fire Association of Philadelphia, was in circulation on the street last week. It was to the effect that these two offices would consolidate in San Francisco under one management. Anybody can start a rumor, and may do it unwittingly. Inquiry at the San Francisco offices of these companies brought forth emphatic denials. The general agents know nothing of any contemplated consolidation or change of representation in this field. Latterly, if a manager or confidential employe goes East, rumors of all sorts fly thick and fast in consequence.

—Mutual Benefit Life Ins. Co. of Newark.—The mongrels which have been masquerading under a name similar to that of this great, old "old line" company, at least two of the noisier ones, are now in the assessment bone-yard. Which reminds us that the annual figures of the New Jersey life company prove that the name-stealers did not injure though they may have annoyed it. The Mutual Benefit's annual figures always show important gains. On January 1 the assets were \$53,325,697, a gain of \$2,000,000; insurance in force, \$202,276,750, a gain of nearly seven millions; premiums, \$7,311,842, a gain of \$360,000. James Munsell, Jr., is the Coast representative.

—The Otey Manual sales are increasing.

—The National of Hartford (George Dornin, Coast manager) increased its net surplus \$77,000 in the first half of '94.

—The Prussian National has reinsured its business in Arizona, New Mexico and Wyoming and retired from that field.

—E. J. Bennett, a prominent insurance agent at Phoenix, Arizona, is in the city. Mr. Bennett reports business of all kinds in his section in a healthy and progressive condition.

—A Belgian paper of recent issue says: "In such countries as Germany and Switzerland, where the life insurance companies have to obtain the authority of the Government, the Mutual Reserve has been forbidden to conclude contracts, in view of the insufficiency of its fundamental principles."

—A committee representing the local agents of Los Angeles, composed of Messrs. J. W. Broderick, Ben Ward and W. A. Bonyng, have been visiting San Francisco, conferring with the Pacific Insurance Union. They ask for some concessions in ratings on account of the improved fire protection, and also for the co-operation of the union with the newly organized local board. Manager Stillman accompanied the committee to Los Angeles.

—The Idaho Three-Quarter Loss Clause is provoking some strongly unfavorable comment from the local press. The loss experience in Idaho has been so suggestive of incendiarism, as well as evidence of inferior and declining fire protection, that the Pacific Insurance Union applied the three-quarter loss clause. We shall watch the result with much interest. The three-quarter loss clause is just the thing for the man on whose premises the fire originates, but it bears severely on the exposure risk whose owner is not responsible.

—Who Is He?—The Heppner (Or.) Gazette says: "It is said that a bold insurance agent is going over the country swindling policyholders. His method is to find out in what company certain parties are insured and go to them with the statement that the company which issued their policy is suspended, and that he has been employed to assist in adjusting their affairs. He will take great pleasure in transferring their policy to a good, reliable company, and in order to do this requires his victim to sign a slip of paper supposed to be a certificate of transfer, but in a short time it turns out to be a note. Look out for him."

—In town last month—T. E. Perkins of the Spectator of New York.

—A new Petaluma ordinance licenses local agents instead of the companies represented.

—The Coast Review returns thanks to Hugh Anderson of Salt Lake and to B. F. Young of Escondido.

—At the meeting of the Fire Underwriters' Association of the Pacific, Sept. 6, the members of the Clerks' Association were present.

—Local newspapers which a year or so ago were praising the Mutual Benefit Life Association of New York, are now thumping the unfortunate.

—Thomas J. Weldon, of Los Angeles, who was found dead in bed last week, was insured in the Northwestern Masonic for \$10,000. The death was mysterious.

—The Fidelity & Casualty Co. is a plaintiff in a local court to have it judicially determined who is entitled to \$4,000 accident insurance money which the widow and the creditors of deceased J. M. Thompson claim.

—Mrs. Bernhard and Mrs. Baum are suing the Home Benefit Life Association (branch of the Mutual Benefit Life Association) for \$5,000 and \$10,000 respectively. Of course the plaintiffs will recover little or nothing. The deceased Mr. Bernhard and Mr. Baum were of that class of knowing men who sneered at the Coast Review's warnings and believed "in insurance at half price." No doubt they denounced the "old line monopolies."

—Tacoma (Wash.) had last month what a local paper calls "a spectacular midnight fire." Whether it was "spectacular" because a long row of buildings were ablaze, or because the guests of a boarding-house descended ladders in their night robes, we can only conjecture. We imagine, though, there was "a living picture" or two. Fortunately for guests in dishabille and for the firemen, there was but little wind, and the fire was kept under control.

—The Phoenix Assurance Company of London reports "for the year ending Ladyday," a premium income of \$5,276,700 and a loss outgo of \$3,506,170. The assets are \$7,612,570. The Phoenix Assurance Company has \$2,500,000 invested in the United States for the protection of American policyholders. It has been doing a largely increasing and very profitable business on the Pacific Coast under the management of Butler & Haldan.

—Marine risks in the China and Japan trade now pay a slight advance in rate.

—Marine Secretary Smith, of the Sun Insurance Company of San Francisco, is in the East.

—The Royal's United States branch (Rolla V. Watt, Coast manager) reports a gain of \$118,000 in surplus since January 1.

—The American branch of the Palatine (Chas. A. Laton, Coast manager) added \$183,000 to its surplus in the first six months of 1894.

—The Fire Association of Philadelphia (John D. Bradford, Coast manager) increased its net surplus some \$30,000 from January to July.

—The Fidelity & Casualty's semi-annual statement shows a gain of \$67,000 in assets since January 1. James R. Garniss is the Coast general agent.

—The dailies and principal weeklies throughout the Coast printed extracts from the recent P. I. U. circulars to agents. The dailies too, printed fairly correct summaries of the new constitution, supposed to be kept a profound secret.

—A. K. P. Harmon, Jr., for the past four years assistant district superintendent of agencies for the Connecticut Mutual Life in this field, has been appointed district superintendent of Coast agencies, succeeding James L. Fogg, resigned.

—Wm. Behrens of Alameda wants Ludwig Beck, agent, to pay a loss of \$650. Mr. Beck was so kind as to have Mr. Behrens' policy in the Oakland Home canceled "because the company was no good," but he neglected to place the risk in any other company. Of course the agent will be held responsible.

—The Buyer & Reich claims (Daniel Meyer, assignee) are still in court. Last week the defendant companies filed an answer, expressing a willingness to pay \$85,000. Meyer, who is the chief creditor, sues for \$129,574; the insured originally claimed a loss of only \$110,580; and the insurance companies have satisfactory evidence that the loss was only \$80,000. The origin of the fire was suspicious. The companies generally have manfully stood together in resisting this outrageous claim. The Sun of London and the Imperial paid the claim, "with a string attached," in order to pose as liberal loss-payers. Our Legal Digest has shown that the Sun Fire of London is far from liberal in the settlement of claims. The Entrement case, for example.

—Pierre de la Mantanya, a San Francisco solicitor, is "missing."

—A. C. Donnell, of Okell, Donnell & Co., has been visiting the East.

—The North British & Mercantile (Tom C. Grant, Coast manager) increased its American net surplus \$114,000 between January and July.

—The American ship Undaunted sailed from San Francisco without insurance. Insurance was refused on the recommendation of a local surveyor. Six thousand tree-nails were ordered put into the ship, but the owner thought 160 enough.

—We cannot undertake to change advertisements after the 1st of the month. Our advertising forms go to press on that day. It is never too late to insert a new "ad," though.

—The local agents at San Luis Obispo have organized a union and will adopt constitution and by-laws. Thomas Barrett was elected chairman and D. M. Meredith secretary. Gentlemen managers, encourage "the boys." Local unions help sustain the central union.

—C. Mason Kinne of the Liverpool & London & Globe has gone East and will be absent about two months. He will attend the Grand Army of the Republic's reunion at Pittsburg this month and the annual meeting of the Loyal Legion at Philadelphia in October. Col. Kinne is commander of the Pacific Coast division of the Loyal Legion.

—A Good Man Gone.—Many of our San Francisco readers will recall Mr. N. P. Sheldon, the old gentleman who for many years had a desk in The Coast Review office, and who during the last year was in the employ of this journal. In the afternoon of August 13 he left the office, complaining of a strange pain in his chest. In the morning he was found dead in bed. During the night he had died of pericarditis, a form of heart disease. The deceased was 70 years old in July. Mr. Sheldon came to California in 1850, and engaged in mercantile business in Sacramento. He made a fortune there, when Stanford, Huntington and Crocker were "struggling" merchants. This fortune he subsequently lost in mining ventures. Mr. Sheldon was a man of beautiful character—honest, generous, genial, obliging, humane and sympathetic. His nature was too fine for this rough world; but he lived the "allotted" three-score and ten years, and endured and suffered as coarser natures cannot.

—The Delaware of Philadelphia (Chas. Christensen, Coast manager) added \$40,000 to its net surplus since January 1.

—Manager Chas. A. Laton of the Palatine, has returned from a three-months' trip to Europe. He looks exceedingly well.

—Did you get a Coast Review Life and Accident Chart? Just the thing for the pocket. Ask your office for a copy. General and California figures.

—The Ancient Order of United Workmen in Utah accepted assessments regularly from a member in full knowledge of the fact that he was in default, and never legally suspended him. When he died, payment was refused his beneficiary. The arbitration board of the order also decided against the beneficiary. The supreme court of Utah recently ruled that this "fraternal" order must pay the claim.

—The Los Angeles Hotel Gazette wants the hotel association to procure the names of all companies which habitually resort to technicalities to avoid payment. We should like to have those names too, for publication. We have been looking for them for years. Perhaps the hotel men will be more successful. The hotel keepers who are on the anxious seat, it seems, are D. Snyder of Santa Barbara county and J. Voch of Laguna Beach.

—The Oakland Home.—The stockholders have been pressing President Moody to call a meeting, but he thinks such a meeting is useless until the clerical work of transferring the accounts to the Fireman's Fund has been completed. Then the unlucky stockholders will "know where they are at." At best they can hope for only a very small dividend. Take it all in all, there have been only two more "rotten" failures among Pacific Coast companies, namely, the State Investment and Mooney's Builders.

—So far as we are able to learn, the Aachen & Munich will make a deposit in Massachusetts. The newspaper reports that the company would make such deposit with the Illinois insurance department, and had offered German securities therefor, are without any foundation in fact. The law of that state, and, so far as we know, the law of every state, requires United States or state bonds, and it would therefore have been a foolish thing to offer securities which the law does not accept. The motto of the daily paper seems to be, "False news is better than no news."

—Manager Craig of the New Zealand has been visiting Colorado and other mountain states.

—The Girard (Mann and Wilson, agents) added \$69,000 to assets and increased its net surplus \$8,000, since January 1.

—From January 1 to July 1 the American income of the Guardian was \$734,938, while the disbursements were \$1,066,691.

—The Phenix of Brooklyn (Brown, Craig & Co., general agents) increased its net surplus \$50,000 in the first half of the year.

—The Aetna of Hartford (Geo. C. Boardman, manager) increased its assets \$100,000 and its net surplus \$310,000 in the first half of this year.

—The Commercial Union (C. F. Mullins, Coast manager) reports a gain of \$202,000 in the surplus funds of its American branch since January 1.

—J. D. Maxwell has been appointed general agent of the London Guarantee & Accident Ins. Co. of England, for California, Oregon and Nevada.

—The London & Lancashire (Wm. Macdonald, Coast manager) increased the surplus of its American branch \$155,000 during the first half-year. The assets also were increased.

—Sallie W. Rose, widow of the late Jason A. Rose of Pleasanton, has commenced suit against the Mutual Reserve Fund Life Association of New York to recover \$10,000 insurance upon her husband's life.

—The German-American (Geo. H. Tyson, general agent) makes a handsome semi-annual statements, showing \$166,040 increase in net premiums, \$191,588 increase in gross assets, and the unusually large increase in net surplus of \$260,065. And everybody is happy.

—The Pennsylvania Fire (Brown, Craig & Co., general agents) makes a very creditable semi-annual showing. To the assets \$77,000 was added, and the net surplus is over \$40,000 greater. The Pennsylvania now has \$3,936,538 assets and \$1,329,980 net surplus.

—A correspondent writes: "The Coast Review Chart gives several companies larger assets and net surplus than the Eastern charts. Wherefore?" Our figures are those on file with the insurance department of California, which admits some assets which the New York department does not. Eastern charts are made up from the New York reports.

—That was a good suggestion of our correspondent, namely, that city agents send out bills promptly to other offices with which they have accounts.

—The Norwich Union's American branch (Rolla V. Watt, manager for Coast) has added \$52,000 to its assets and \$282,000 to its net surplus since January 1.

—The Queen Insurance Company of America (Robert Dickson, Coast manager) reports a gain of \$27,000 in assets and a gain of \$121,000 in net surplus in the first six months of '94.

—The People's Cause of Red Bluff regrets that the Northwestern National has concluded not to make it hot for the P. I. U., as "the day when the devious methods of this iniquitous combine shall be exposed is thus postponed." But the union may make it uncomfortably warm for the erratic Milwaukee company.

—"The adjusters caused considerable unfavorable criticism of the insurance companies, by the manner in which they cut down the amounts due several policyholders," says a Lemoore paper, which knows more about what is "due" than the adjusters who make the settlement of losses their life business. The local paper, like so many ill-informed people, is of opinion that the maximum amount written in the policy is guaranteed, instead of the amount of the loss on "covered" property. The local agent should instruct the local editor.

—The Vallejo school-house loss was finally settled according to the valuation of the appraisers. The foolish local papers, which argue that the face of every policy should be paid when the loss is total, regardless of the actual loss, were frantic in their discussion of the case. The school-house was overinsured to the extent of some \$2,000. Like most government contract buildings it cost too much in the first place, and at the present price of labor could be rebuilt at half its original cost. The companies ascertained the value of the building by appraisement, and paid the loss. They could not reasonably be expected to pay more than the appraisers said, and the town, according to its attorney, could not collect more. But the local editors are busy, constructing a mountain out of a mole-hill. They should spare some of their indignation for the school directors who wasted the public money by insuring the school-house for more than it was worth.

E. W. Carpenter has recovered from his recent illness.

The St. Paul (Mann & Wilson, agents) increased its net surplus \$90,000 in the first half year.

Alameda (Cal.) city dads are taking steps for the improvement of the fire department. It is time.

The Fresno (Cal.) flue ordinance has been amended so as to permit a four-inch wall being substituted for a five-inch one.

The Lancashire's American branch (Mann & Wilson, Pacific Coast agents) reports a gain of \$183,000 in surplus since the beginning of the year.

The Hartford Fire (Belden & Cofran, Coast agents) makes a fine semi-annual showing of \$7,812,310 assets, a gain of \$435,000, and \$2,403,053 net surplus, a gain of \$107,000.

The Fresno (Cal.) papers oppose the proposed purchase of another chemical fire engine, because the city can't afford it. Judging from Fresno's fire record, we should say that the city needs several new engines or far fewer incendiaries. The insurance companies have lost a good deal of money in Fresno.

Adjuster F. H. Swett of San Francisco was badly hurt in Washington, a few days ago, by the accidental discharge of a gun, while hunting. The charge entered his hip. He is at Seattle. Mr. Swett and his companions were in a boat. One of the men drew a *hammerless* gun from the bottom of the boat, with the serious result stated.

Equitable Change.—Geo. H. Ripley, recently president of the Home Life of New York, has been appointed resident secretary of the Equitable Life in this department, succeeding Ransome White. Mr. Ripley is now in charge of the affairs of the Equitable in this field. Judging from his record in the East, we are safe in predicting a rapid increase of business for the company in Mr. Ripley's department. Mr. White, the retiring secretary, gave a breakfast at a city hotel, Sept. 4, to Mr. Ripley, the new manager. Many bright speeches were made by the guests, mingled with expressions of sympathy and regret regarding the unfortunate state of Mr. White's health. The new manager of the Equitable, Mr. Ripley, made a favorable impression as a man of energy, strong personality, and wide experience in life insurance, who has found "a new field to conquer."

The Rocky Mountain department of the Sun Fire of London has been closed.

General Agent Reynolds has removed his office to 409 California street, basement floor.

President Underhill of the United States Fire is here, on a business trip to the Pacific Coast.

Edwin Piper is the new representative of the New Zealand in Denver, succeeding C. B. Colby.

The Thames & Mersey Marine (Wm. Greer Harrison, Coast manager) reports for its American branch on July 1st, \$543,274 assets and \$500,638 net surplus.

The July 1st figures of the United States branch of the British & Foreign Marine (Balfour, Guthrie & Co., general agents) are: Assets, \$1,223,531; net surplus, \$816,319.

The British America's American branch (A. R. Gurrey, Coast manager) makes a semi-annual report showing a gain of \$80,000 in assets and a gain of \$55,000 in surplus.

R. H. Magill, formerly of the Home Mutual of this city, has been appointed Oakland agent of the Western and British America of Toronto, the American of New York, and the Transatlantic.

Forest fires in Washington last month destroyed a school-house, a shingle-mill, and a number of farm-houses, barns and crops. The smoke on the Sound, in places, has been so thick that vessels could not be seen at a distance of 150 yards.

The Northwestern National appears to have joined the Mutual Fire, and poses as a reformer on high moral grounds. It "pleads guilty to paying excess commissions and writing at less than union rates," and declaims to the galleries in condemnation of the alleged use of "the sack" at Sacramento. Even if what the general agent of the company says in newspaper interviews be true he has violated his pledges of secrecy and is therefore not to be trusted anyway. In fine, the Northwestern National and its general agent amuse Coast underwriters, but a little of "that tired feeling" finally prompted the union to accept the company's resignation rather than expel it bag and baggage. The Milwaukee company is run on too narrow a gauge for this broad field, and whatever it does or leaves undone will not disturb a solitary Pacific Coast general agent or manager.

—The Laguna Beach hotel case has been appealed to the supreme court by the defendant company. The jury's verdict was for the face amount sued for.

—The British & Foreign Marine Ins. Co.—The annual statement of this great Liverpool marine office shows \$7,383,592 assets, a gain of \$405,000. The net surplus is \$4,778,209, a gain of \$428,000. The income last year was \$3,200,451, a gain of \$127,000. The paid up capital of this company is \$1,306,500, making the policyholders surplus over \$6,000,000. Balfour, Guthrie & Co. are the Pacific Coast representatives.

—O. V. Wagner and Dr. Geo. J. Crane appear to be in disgrace with the Ancient Order of Samaria of the World, of San Francisco. The treasury has "that tired feeling" in consequence. The peculiar ethics of the scheme is shown by this newspaper statement: "When the disclosure of Wagner's game came to light Dr. Crane was immediately dropped from the management—and is now traveling in the East organizing subordinate councils."

—A Colorado paper says of a school-house to replace a burned one which had been "a total loss": "A finer school-house than the old one would have been erected if the insurance companies had been more liberal." Here is innocence indeed. If the companies had only paid considerably more than the actual loss, the city would have built a finer building. No doubt this editor denounces the "insurance trust" and insurance companies generally.

—The semi-annual statement of the Niagara Fire (Rudolph Herold, Jr., Coast agent) shows an increase of \$65,000 in net surplus since January 1st.

—The Scottish Union & National at its annual meeting reported \$21,072,850 assets, of which the life insurance department claims \$16,679,550. But this leaves a very handsome balance of several millions in the fire insurance department, to be drawn on by Manager Callingham.

—The Thames & Mersey Marine Insurance Company, of Liverpool, Eng., presents the following figures in its annual statement: Assets, \$6,200,114, a gain of \$240,000; capital, \$1,000,000; net surplus, \$3,947,178, a gain of \$200,000; income \$1,639,665. Wm. Greer Harrison is the Pacific Coast representative of this world-known marine insurance office.

—It has been said that Wm. J. Landers would try to be real good after taking the Imperial and Lion agencies. That he would "get into line," at all points, and otherwise co-operate with the Pacific Insurance Union in its efforts to regulate the naughty boys who, to a certain extent, have lately been trying to keep even with Wm. J. If such be true, will Mr. Landers explain why he does not attend union meetings? Why he takes no interest in union matters? Why he neither attends the meetings of the P. I. U. himself nor is represented by proxy? If Mr. Landers really means to observe the union rules one would suppose that he would interest himself in the making of those rules.

Established 1824.

THE UNITED STATES

FIRE INSURANCE CO., of New York

W. W. UNDERHILL, Pres.

SAM'L M. CRAFT, Vice-Pres.

WALTER H. GRIFFEN, Secy.

| | | | |
|--|-----------|-----------------------------|------------|
| CASH CAPITAL | \$250,000 | CASH ASSETS | \$ 685,807 |
| CASH SURPLUS as to Policyholders | 355,000 | TOTAL LOSSES PAID | 2,495,127 |

PACIFIC COAST DEPARTMENT:

313 California Street

San Francisco, Cal.

V. W. GASKILL & CO. General Agents

Agency Correspondence Solicited

—East Side Portland city waterworks now receive an additional supply from the Albina plant.

—F. L. Stinson, of Seattle, has been appointed general agent of the Manhattan Life for Washington.

—A "benefit performance" was given in Sausalito, Cal., to pay the premium on St. Mary Magdalen's church.

—A Berkeley (Cal.) improvement club will have a "beneficiary system of insurance" attachment. It will kill the club.

—Subscribers are invited to notice the label on the cover. Is the credit at the side right? "Jan. 1894," means paid to that date. We are ready to make it "Jan. 1895."

—The towns of Three Forks, Watson, and Bear Lake, British Columbia, were destroyed by forest fires. The total loss is estimated at \$80,000. Several saw-mills were burned.

—The insurance fraternity was represented at the Bohemian High Jinks last month by George Butler, George D. Dornin, George F. Grant, George W. Spencer, Charles D. Haven, A. E. Magill, Wm. H. Lowden, John Scott Wilson, Wm. Sexton, V. C. Driffield, W. B. Hopkins, J. B. Levison, John Landers, H. Durbrow, Frank Stone and others.

—The building was on leased ground and the personal effects were mortgaged to their full value, which facts were concealed by Perry C. West of Utah, contrary to the requirements of the policy, but the intelligent jury and the not less intelligent court of appeals found the Norwich Union guilty in the sum of \$1600 damages. Incendiarism was hinted at. No wonder the insurance companies employ a technical defense.

—The Scottish Union & National's United States branch makes the following showing for the six months ending June 30, according to Manager Bennett: Premiums exceeded losses and expenses \$100,241; loss ratio, 54.6. Increase in assets, \$147,021. The loss ratio for 1893 was 58 per cent.; and the profit ratio, 13. For the past eighteen months the company's American record is: Increase in assets, \$448,330; excess of income over losses and expenses, \$401,730. The Scottish Union invests all its American income in this country. W. J. Callingham is manager of the Pacific Coast department, which has a premium income of a quarter of a million, with a loss ratio considerably below the company's American average. Mr. Callingham also represents the Orient.

—It is always well to discount rumors, though it must be admitted that in these latter days too many swift rumors have been well shod with facts.

—The Germania of New York (Cæsar Bertheau, general agent) added \$75,000 to its assets and \$115,000 to its net surplus from January to July.

—Chas. H. Scanlon of Alameda, Cal., has been arrested on a charge of perjury in insolvent proceedings. As he is said to be an insurance agent we hope to see him clear himself.

—The United States branch of the Liverpool & London & Globe (Chas. D. Haven, Coast manager) increased its assets \$116,000 and added \$276,000 to its surplus, the first half-year.

—The J. C. Taylor Corporation is a new Salt Lake insurance agency, with 25,000 shares of \$10 par value each. The incorporators are J. C. Taylor, R. J. Thomas, E. L. Sheets, W. H. Lett and A. M. Phillips.

—From a communication by Chief Deasy of the Victoria fire department to the city council it appears that the present water supply for fire purposes is totally inadequate. The pressure at the city hall is only 35 pounds, and the supply in many parts of the city would not go through 500 feet of hose into the top window of a three-story house without the assistance of the steam fire engine, according to a local paper.

—The nearest hydrant being 1200 feet away, hose had to be doubled at a recent Spokane fire, and there was a half-hour between alarm and first water. Finally the engines were backed into the river to get sufficient water. At another fire there was a cry for "more water." There was a delay of ten minutes. We put these cases on record for the benefit of the Spokaneites who will soon be calling for lower insurance rates.

—The Farmers' Alliance in this state has secured a ruling in its favor from one of the upper courts, but not "a final decision," we hope, as stated by the Los Angeles Farmer and Labor Review. The Alliance purposes doing both a fire and life business under section 451 P. C. If the Alliance can give "insurance that 'insures,'" at any price, The Coast Review will not say nay. But the Alliance can not be more successful than the California Farmers' and Home Benefit Life, both of which were lamentable failures.

THE ROYAL

Insurance Company

OF LIVERPOOL, ENGLAND.

ASSETS, - \$46,000,000 * LOSSES PAID, - \$93,000,000

THE

NORWICH UNION

Fire Insurance Society

OF NORWICH, ENGLAND,

ASSETS, - \$6,000,000. * LOSSES PAID, - \$44,000,000

Royal and Norwich Union.

Pacific Coast Department:

ROLLA V. WATT, Manager,

N. E. Corner Montgomery and Sacramento Streets, SAN FRANCISCO.

SPECIAL AGENTS:

J. L. FULLER, JNO. T. FOGARTY, FRANK M. GILCREST, H. R. BURKE.

The Coast Review.

A MONTHLY JOURNAL

DEVOTED TO

ALL KINDS OF INSURANCE THAT INSURES.

TWENTY-FOURTH YEAR OF PUBLICATION.

*Printed about
the 9th
and mailed about
the 11th
of every month.*

J. G. EDWARDS, Proprietor.

Pacific Mutual Building, San Francisco, Cal

TELEPHONE NO. 1530.

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and 25 cents per copy.

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OCTOBER, 1894.

NO. 4.

The Otey Manual.

Following are a few of the testimonials volunteered by local agents and others:

L. R. Grimes, Ellensburg, Wash.: The Otey manual supplies a long-felt want.

Craig Bros., Pasadena, Cal.: We have found it a great help.

C. W. Maxon, Oceanside, Cal.: It is certainly perfection in its line.

J. B. Fuller, Marysville: Of great benefit. Geo. C. Ramsey, Bozeman, Mon.: Valuable. Contains many suggestions of importance to local agent.

Wooster & Ensign, San Jose, Cal.: The Otey manual contains many suggestions not to be obtained from any other source.

S. A. Stewart, Elsinore, Cal.: I could not well do without it.

Jas. F. Ferguson, Baker City, Or.: I find within its pages a vast amount of useful information. I have never seen anything else that would render the local agent as much assistance in the prosecution of his work intelligently.

Geo. W. Neff, Logan, Utah: It fills the bill.

Cummings & Vaught, New Orleans, La.: We keep it ready at hand, referring to it frequently, using it as an authority.

Chas. F. Burton, Billings, Mon.: I have gone through it and find it very useful. It is now on my desk for reference.

Allard & Gibson, Eureka, Cal.: It is concisely perfect.

P. J. Macmahon, Laredo, Tex.: It is clear and explicit.

Digest of Recent Insurance Decisions.

Fire.

THE NEAREST MAGISTRATE.

Ætna v. People's Bank, South Caro. Cir. C. A.—A policy contained conditions that, if a fire should occur, the insured should furnish a certificate of a magistrate or notary not interested in the claim nor related to the insured, living nearest the place of fire, to an examination of the circumstances, and that no action should be sustainable on the policy until after full compliance with its requirements. The certificate furnished was made by one who was related by affinity to the insured, and who was not shown to be the magistrate or notary living nearest the place of fire. Held, that there could be no recovery on the policy. 62 F. R. 222.

APPRAISEMENT.

Summerfield v. North British & Mercantile, Virginia C. C.—A policy against fire provided that, in the event of disagreement as to the amount of loss, it should be ascertained by appraisers stating separately sound value and damage, and that no action on the policy should be sustainable

until after full compliance by the insured with all its requirements. Held, that on the company's refusal to submit to such appraisal except on terms imposing on the appraisers duties and powers not prescribed or provided for in the policy, such as the ascertainment of cost of excavations, value of walls, materials, or any portion saved of the building insured, as well as depreciation on account of age, use, neglect, and location, the insured could maintain an action for the loss. 62 Fed. R. 249.

INVOICE.

Home v. Delta Bank, Miss. S. C.—An invoice of goods purchased is not an inventory of stock to be produced under the iron-safe clause. 15 S. R. 932.

*

Life.

"SURVIVING CHILDREN."

Small v. Jose, Me. S. J. C.—In 1870, the insured took out a policy of life insurance, payable to his legal representatives, "for the benefit of his widow, if any, and his then surviving children in equal shares to each." At his death, in 1892, he left a widow, by a second marriage, one daughter, and a granddaughter, the child of another deceased daughter. Held, that the widow and the surviving daughter took one-half each of the policy, and that the granddaughter was not a beneficiary within the meaning of the policy. A policy of life insurance payable to the legal representatives of the insured, "for the express benefit" of his wife and two daughters, is presumed to go to the three beneficiaries in equal parts to each; and their rights as such become vested and transmissible upon the issuance of the policy. At the time of the death of the insurer, the only surviving beneficiary was a daughter, who was also sole legatee under the will of the mother. Held, that the daughter took one-third in her own right, and one-third also as legatee; that the remaining third belongs to the heir of the other deceased daughter. 29 A. R. 976.

A vessel sailing without enough fuel to complete the intended voyage is unseaworthy.

Official Bonds.

Federal officials can now give corporation security on their bonds. This is a good law for both the officials and the surety companies.

Marine Insurance.

Duration of Risk.—An open policy on future shipments of cotton, to be certified thereunder by the assured, insured the goods "until safely landed at —," and had written on the margin: "This policy covers also all risks at and from the port of destination to the final destination." The cotton was shipped, as certified and billed, to Liverpool, and was safely landed on the dock, where it was burned. Held, that the written clause did not continue the risk until the cotton arrived at the warehouse or was delivered into the manual custody of the consignees, a Liverpool firm. 21 N. Y. S. 709, affirmed.—Beddall v. British & Foreign Marine Ins. Co. (N. Y. App.) 37 N. E. 613.

LIABILITY OF MARINE OR FIRE COMPANY.

In the Australasian Insurance Record for August appears the following:

The fire underwriters declined to pay, alleging that the risk was covered by the marine policy, thus releasing the fire company in virtue of a special clause in the fire policy. The marine underwriters, knowing that the fire people were liable if the marine were not, persuaded themselves that the loss did not attach to the marine policy. How they could have thus persuaded themselves was never easy to understand, and still less so after reading the judgment of Mr. Justice Bruce. It is not easy to cut down these cases to a readable length without passing by some of the important features, but as nearly as may be the facts were these: Messrs. A. Hogg & Co. took out a Lloyds' policy on sugar, valued at £20,000, by steamers from Continental ports to United Kingdom ports including risk to inland destination until delivered to consignee. A shipment of 350 bags, valued at £745, was made by steamer from Hamburg to Leith. The sugar, to the extent of £594, was burnt on the

quay at Leith before delivery to consignee. The risk ended at Leith, without further inland transit. There was some subtle argument on the part of underwriters to the effect that the landing on the quay was a delivery to the consignee, but the goods never having passed out of control of the shipment, and the bill of lading not having been presented by the consignee, the court held that there had been no delivery within the meaning of the special clause, and gave judgment accordingly. It is not unreasonable to suppose that if there had been no fire policy the marine underwriters would not have taken up the position they did: but it is no doubt vexatious for the marine underwriters to pay the loss whilst smarting under the conviction that the fire underwriter gets the premium for running the risk. This is one more case to prompt the conclusion that if the fire man puts a clause in his policy that he shall not be liable if the marine man can be made to pay, the marine man should qualify his own clause with a condition that he shall not be liable if the fire man can be made to pay. Why should the fire man be allowed to have his own way?

DAMAGE RECEIVED IN COLLISION.

Reischer v. Borwick, Eng. C. A.—A tug was insured against "the risk of collision and damage received in collision with any object, including ice," and the policy did not include the perils of the sea. In the course of the trip on the Danube she struck against a floating snag, which did considerable injury, and amongst other things broke the cover of the condenser, leaving an opening about 20 inches square in area. The vessel commenced leaking, and there was imminent danger that the water would come in through the ejection pipes, and into the ship through the broken condenser. The ejection pipes were then plugged from the outside. The collision occurred on the night of the 4th March, and another tug having been sent to its assistance, arrived on the 6th March, and on that evening commenced to tow the injured vessel to a place where she could be repaired, but on

the morning of the 7th, while she was still being towed, the plug came out, and the water rushed into the engine room through the ejection pipes and the hole in the condenser cover, and the vessel began to fill rapidly. The towing was stopped, and an attempt was made to again plug the ejection pipes, but without success, and to prevent the vessel sinking in deep water she was towed to the bank of the river, and sank there. The underwriters denied any liability whatever, but paid into court a sum sufficient to satisfy their liability, if any, for the damage sustained by the collision with the snag up to the time when the vessel was taken in tow. They denied any liability for the subsequent damage on the ground that the proximate cause of that damage was not the collision, but the towing to a port of repair. Held, that the sinking of the ship was proximately caused by the internal injuries produced by the collision and by the water reaching and getting through the injured parts, and there being no negligence or mismanagement on the part of those on board the ship, the underwriters were liable for the full amount claimed. An injury to a ship causes its loss if, before the injury is or can be repaired, the ship is lost by reason of the existence of that injury.

WHEN THE RISK ATTACHED.

The Hydarnes S. S. Co. v. Indemnity Mutual Marine Ins. Co., Q. B. D. Eng. C.—Mr. Justice Wills gave judgment in the case of the *Hydarnes Steamship Co. v. The Indemnity Mutual Marine Ins. Co.*, tried before him at the last Liverpool Assizes, and argued on further consideration in London. In this case the plaintiff brought an action upon a valued policy of £3000 on the freight in respect of frozen meat to be loaded on board the steamship *Hydarnes* at ports in the River Plate. The vessel, after discharging her cargo at Monte Video, commenced to lower the temperature of the refrigerating chambers, so as to load homeward cargo from the River Plate ports. Whilst the temperature was being lowered an accident occurred to the refrigerating ma-

chinery, by which the chambers were rendered unfit to receive the meat. At the trial the defendants contended that there was not any loss in fact—either constructive or actual—but subsequently they abandoned this point, and the question upon which the case was finally argued was whether or not the risk under the policy had attached at the time when the breakdown to the refrigerating machinery occurred. For the plaintiffs it was contended that the clause in the policy covering the risk of a breakdown until the final sailing was inserted for the express purpose of meeting the event which had actually occurred. For the defendants it was argued that the risk did not attach, under the wording of the policy, until the meat was actually on board. The learned judge delivered an elaborate judgment, in which he decided in favor of the defendants.

Right of Captain to Sell Vessel.

The particulars of the *Dora Bluhm* case, and the recent decision of Judge Slack of the superior court of San Francisco in *Lycan v. Firemans Fund and Sun* offices, are as follows:

The *Dora Bluhm* stranded at the entrance to Topolobampo bay, Mexico, in the latter part of 1892. The first advices received in this city were to the effect that the vessel was ashore and would probably prove a total loss. Shortly after this a second telegram was received to the effect that the captain had sold her, and a couple of days afterwards a third message came to hand to the effect that she had been floated by the purchaser. This led the underwriters on cargo to immediately dispatch a representative to the scene of the wreck for the protection of their interests and for the purpose of delivering the cargo to the original consignee, if possible, inasmuch as she was at her port of destination and the telegraphic advices had said nothing about the sale of cargo, but simply that the vessel had been sold. When the special agent arrived, he found such to be the case and that the captain had done practically nothing to get the vessel off, but had simply taken his boat and gone up to the settlement and sold her to the first party having the necessary funds. The representative of the underwriters, Capt. H. L. Reed, by name, immediately advised the

hull underwriters in San Francisco of the true condition of affairs and they in turn, after conferring with the managing owner, instructed him to recover the vessel if possible. After a long-drawn-out legal fight he finally got possession of the vessel and brought her to Guaymas. She was subsequently, and after an endless amount of trouble and expense, repaired and brought to this port. The purchaser, Lycan, then brought suit for \$25,000 damages against the Firemans Fund and Sun insurance companies for having dispossessed him of his property. It thereupon became necessary for the underwriters, in order to successfully defend the suit, to prove that the vessel had been improperly sold under our law. The only witnesses were the captain (who, by the way, and quite naturally, made the case as bad as possible in order to sustain and justify his action) and the purchaser himself.

Against these odds the underwriters have, as already stated, won the suit and established the fact legally which so few owners and masters seem to know, that a master has no right to sell a vessel until after he has communicated with his owners or underwriters, if such a thing is possible, or until after he has exhausted every possible means of saving her. In this case it was developed that by riding some fifty miles on horseback over the mountains a telegram could have been sent to San Francisco. This the judge seems to have held as coming within the term "ordinary means of communication."

There have been fully a dozen vessels sold on this Coast in the last ten years (says the *Marine Record*) a number of which sales we feel satisfied the underwriters could have had set aside, but, for obvious reasons, the claims were never contested. This, we have no doubt, they considered proper under the circumstances inasmuch as in almost every case the owners were innocent third parties. This case, however, gave them an opportunity to have the courts pass upon this question directly and without in any way affecting their original policyholders, for the reason that abandonment had been accepted and the amount of the policies paid in full shortly after the disaster was reported.

For the information of the shipping community in general, but particularly of masters, we will now give the text complete of Section 2378 of the Civil Code of the State of California:

"When a ship, whether foreign or domestic, is seriously injured, or the voyage otherwise

broken up beyond the possibility of pursuing it, the master, in case of necessity, may sell the ship without instructions from the owners unless by the earliest use of ordinary communication he can inform the owners and await their instructions."

This should be clear enough to the average mind, and the sale of vessel under such circumstances as, for example, the Premier in Alaska a few years since, would undoubtedly have been set aside had it been taken to the courts. It appears from this section that the voyage must be broken up "beyond the possibility of pursuing it." This is very broad, indeed, and leaves but little room for discussion. A vessel ashore cannot be sold legally unless there is absolutely no possibility of getting her off, and we should say that if she is sold and the purchaser succeeds in floating her, this proves positively that the voyage was not broken up within the meaning of the code.

Our advice, to a master in command of a wrecked vessel, and who is considering the advisability of selling, is to simply say to himself "Would a prudent owner uninsured adopt the course that I am about to adopt?" If he follows this suggestion conscientiously, we feel satisfied that whatever he does will be confirmed by the underwriters.

Now, with regard to the power of a master to sell the cargo of a wrecked vessel. Section No. 2379 of the code says: "The master of a ship may sell the cargo if the voyage is broken up beyond the possibility of pursuing it and no other ship can be obtained to carry it to its destination, and the same is otherwise absolutely necessary." This again is exceedingly broad and comprehensive. It would appear that no sale of cargo is legal if it can by any means whatsoever be removed from the vessel.

We wish in conclusion to strongly impress upon all owners the necessity of explaining to their masters the provisions of the law on that subject and thus avoid possible costly and tedious litigation, as we feel sure that the underwriters on this Coast in the future will be very slow to admit liability for a total loss in case of the sale by the master of a vessel, which is subsequently floated by the purchaser, and finally, and by way of a warning to purchasers, we would quote from a number of decisions on this subject "The burden of proving necessity is on the purchaser claiming title under a sale."

Otey Manual—always in demand.

Colorado.

BY H. T. LAMEY. AT THE CHICAGO MEETING OF THE FIRE UNDERWRITERS' ASSOCIATION OF THE NORTHWEST.

Insurance-wise, like every borderland,
The state is a perennial battle ground.
Her mountains with the strife of war resound—
The rapier is grasped by every hand.
The Denver man whose living is at stake,
Has little sympathy for either side;
If each the other could exterminate,
Home rule would come and he be satisfied.

Behold an army marching from the East:
Its General, Commission No. 4,
By awful threats of shedding muckle gore,
Has won some bloodless battles in the past:
In Union rules his soldiers all are clad,
Their bucklers are inscribed "15 per cent."
Though most are good, a few of them are bad,
And pass the excess charge as "office rent."

What means this horrid noise, this awful din,
Filling with nameless terror friend and foe?
Is this old Dante's lurid Inferno?
Almost: It is the deadly Bulletin.
This culverin is worked by secret spring,
Throws mud or taffy as the gunner will;
The operator pulls a lettered string,
Noise does the rest—the detonation kills.

Gaze toward the west: behold a hungry horde
Of Huns and Vandals, with distended maws,
Barred from the East by immigration laws.
They landed on the Coast—unsheathed the sword,
Espoused the cause of a guerrilla chief,
The Quantrell of the business—P. I. U.
A bad digestion may bring some to grief,
As overfeeding has killed off a few.

Weak, starving men, with healthy appetites,
Are only by strict discipline controlled;
Without restraint they grow exceeding bold,
And rob each other of their vested rights.
Well organized, and under discipline,
The enemy would have some cause to quake;
But such a rabble does not frighten him,
He knows its weakness—knows it is a fake.

The Denver Manager stands in the breach,
One side the devil—the other the deep sea.
Except on this one point they disagree—
He is a nuisance which they cannot reach.
His baliwick is coveted by both.
The war is one of conquest on each side,
And while the conflict lasts he is not loath
To strike a blow for home and fireside.

THE losses of the Broadway since it branched out and began operations with the Mutual Fire of New York have been extraordinary. In 1891 the loss ratio was 75 per cent. of premiums; in 1892, 62.4 per cent.; in 1893 66.5 per cent.

Shrinkage in Premiums.

The Coast Review estimate of a shrinkage of from 12 to 15 per cent. in fire insurance premiums in this field, based on the estimates of leading San Francisco underwriters, has been confirmed by fuller reports, which show a decline of \$538,000 in premium receipts on the Coast in the first half of 1894 as compared with the first half of 1893. This is a decline of about 12 per cent. California reports the least decline (10 per cent.). Oregon and Washington receipts fell off a little more (12 per cent.), while the silver mining district premiums declined about 17 per cent.

The Valued Policy Law.

W. M. Hahn, the Ohio superintendent of insurance, has the following to say of the effect of the valued policy law in his state:

"The combined capital (of Ohio joint-stock companies) in 1873—\$5,286,013—has been reduced, in 1893, to \$1,750,000, covering a period of twenty-one years. This is a deplorable condition of affairs, and it is to be regretted that the lack of profit on the business in this state has so gradually but surely caused Ohio capital to seek other channels, thus causing the people of the state to depend upon the companies of other states and foreign countries for their protection. The loss ratio on the business in the state shows that very little profit can be made on the investment. To overcome this the companies will be compelled to demand an increase of rates. *In my judgment, the enacting of the valued policy law known as the Howland law, has had considerable to do with making the business in this state unprofitable, and warrants me in recommending the repeal of the law, for the good of all concerned.*"

Oregon now has a valued policy law, but it is too soon for the losses to show the effect of this incendiary-promoting legislation. But since the enacting of the law an unusual number of companies have withdrawn from Oregon. We believe that nearly all these withdrawals have been on account of the valued policy law. If the legislature does not repeal the law, at the next session, there will doubtless be further withdrawals.

The fire loss ratio in both Wisconsin

and Ohio has been far larger since the enactment of the valued policy law than before. There is no reason to doubt that the loss experience in Oregon will show a similar effect of the valued policy law. The law must be repealed or rates must be advanced.

The Insurance Associates of San Francisco.

Under this title the insurance brokers, solicitors and city agents of San Francisco have organized for the purpose of "protecting its members and promoting the welfare of the insurance business." A constitution has been adopted and submitted for signatures, but at the present writing the brokers refuse to sign. There is talk of separate organizations.

The constitution provides for an investigating committee, to be appointed by the president at a regular meeting and to serve for one month. This committee's duties are to investigate all complaints and deviations. The executive committee will state to the accused the evidence against him, hear him in his own defense and finally decide the truth or falsity of the charge. An appeal from the decision of the executive committee may be taken by the accused, to be acted on by the association. The accused member must deposit \$25 as a forfeit, and \$50 on a second charge. The member preferring charges must also put up \$25, to be forfeited if his charges are not proved.

Article 8 on deviations is as follows:

Each and every member shall sign an agreement as follows, viz.:

"Each of us, whose names are hereto subscribed, members of the Insurance Associates of San Francisco, does hereby promise and agree and pledge himself upon his honor as a gentleman, that he will collect from the assured on every policy of insurance obtained by him, the full amount of the premium; that he will not rebate to the assured under such policies, any part of such premium and will not return to the assured, directly or indirectly, any part of such premium, and that he will not pay to any other person who is not a member of this association, or the Pacific Insurance Union, any commission or rebate in any form whatever, and that he will not ask or receive from any agency or company, greater

commission than that allowed by the rules governing the Pacific Insurance Union."

The foregoing clause in italics is the rock on which the association has split. The brokers positively refuse to sign it. In this refusal the brokers "give themselves dead away."

The thirty city agents and their solicitors will go ahead and complete the organization. The brokers declare they will organize a separate association for their own "protection."

At the first meeting of the association the objectionable clause was eliminated, but afterward it was reinstated, as it was the essential condition of the pledge.

The city agents have taken a manly stand in this matter. They declare, in effect, that they are willing to solicit business on the merits of their companies, and that they are loyal supporters of the Pacific Insurance Union.

The brokers, on the contrary, by their refusal to sign this pledge confess their disloyalty to the union, and their inability to get business on their own merits as experienced and trustworthy middlemen. They want and will ask for and expect to trick agents into giving them excess commissions in order to rebate to the insured. It is an admission on their part that as brokers the insuring public does not need them, nor trust them, and will only listen to them when they offer a rebate.

The brokers are short-sighted in this matter. Their interests lie with those of the Pacific Insurance Union. Good rates and uniform brokerage are better than low rates and irregular brokerage. This movement under the direction of the Insurance Associates, including the italicised pledge, is well calculated to serve the best interests of the brokers, by weeding out the bad and superfluous elements, by reducing the number of brokers, and by maintaining profitable rates.

As the signatures of only fifty qualified persons are required by the constitution, it is altogether probable that the Insurance Associates will speedily become a permanent organization. W. R. Smedberg is chairman and Martin M. Hagan

is secretary of the temporary organization.

Mortgagor and Mortgagee.

Editor The Coast Review:

Please answer in your next the following question:

Mortgagee begins foreclosure proceedings. Mortgagor (the insured) notifies agent to cancel his policy. Has he a right to do so when policy is made payable to mortgagee? And to whom is the return premium to be paid?

SUBSCRIBER.

*

COAST REVIEW'S ANSWER.

If the insured mortgagor has the policy in his possession he can have it canceled. The return premium is payable to him. It is to be presumed, however, that the mortgagee, to whom the policy is payable, has the policy in his possession, and will not turn it over to the mortgagor until the mortgage has been satisfied or foreclosed. A new policy would then be needed, there being a change of title. The mortgagee, however, can protect his interest by a separate policy at any time.

Fire Alarm Bells and Whistles.

A San Francisco hotel keeper asks for the abolition of fire-bell ringing. It is a needless and antiquated practice, and is but one of several examples of the provincial character of San Francisco. The box number is struck by numerous bells and is also blown by fog-horn whistles. Every "gentleman of leisure" can visit the scene of the fire and obstruct the work of the firemen. A card of fire-alarm boxes tells him where the fire is, or if he stops in front of one of several insurance offices he can read the locality chalked on a board. The crowds which gather at fires, however, are composed almost entirely of people in the neighborhood, excepting evenings and "general alarms."

Fire underwriters have no reason to object to these noisy fire alarms, for they are a warning to the uninsured and underinsured. But perhaps this argument would not appeal to the underwriters who believe or profess to believe that brokers, rather than the fire hazard, persuade property-holders to insure.

The ringing of box-numbers might easily be dispensed with, but so long as San Francisco maintains a "call" system the quasi-firemen on half pay must be called by an alarm bell: and the strokes of the box number are much preferable to the old-fashioned clangor—"The loud alarm bells—brazen bells!" which "can only shriek, shriek, out of tune," "on the bosom of the palpitating air."

Pacific Coast Losses.

If the loss average for the last fourteen years is maintained in 1894 the total losses on the Coast this year will be \$5,000,000. At the present rate of decline in business the total premiums will be only \$10,000,000, making the average loss ratio 50 per cent. The Coast Review made the same estimate two or three months ago; but even at this late day it is too early to do more than guess at the average loss ratio. We are confident that business will be considerably better during the remainder of the year. Improved business means larger premium receipts, relatively, and decreased losses, probably. At the present rate of burning, with the addition of only \$500,000 premiums over the estimate based on the ascertained decline—and \$500,000 is a small sum to represent improved business conditions—the average loss ratio will be only 48 per cent.

The estimate of an average loss ratio of 50 per cent. on this Coast for the whole of 1894 is misleading so far as the actual experience up to date is considered. Up to July 1 the average Coast loss ratio was 60 per cent. For the first half of 1893 the average loss ratio was only 49 per cent. Coast losses in the first half of this year were in excess of the average; since, they have been less. Our loss reports show that up to September 1 the average loss ratio on the Coast had been 56 per cent.

The Commercial Alliance of New York, "a natural premium" company, has been pronounced insolvent. The president says the money needed to "repair" the impairment has been subscribed by stockholders.

Suicide and Life Insurance.

The Insurance Observer of London has written to a number of coroners in England, asking them if in their opinion the disappearance or modification of the suicide clause is in anyway responsible for the increase in suicides. We invite the attention of Actuary Harvey of Missouri to these replies. Recently The Coast Review scored Mr. H. for his statistically unsupported assertion that liberal life insurance policies are responsible for the alleged increase in suicides.

CORONERS' OPINIONS.

Coroner Hodgkinson, London: "I certainly am not of opinion that the increase of suicides is due to the altered conditions of life insurance policies during recent years."

Coroner Wyatt, London: "I am not aware of any instance in which the evidence has led me to think that suicide has been committed with the object of obtaining insurance money."

Coroner Westcott, London: "I think suicide should vitiate a policy for a year after acceptance, but not after. I know no case of suicide intended to secure the amount of insurance. I have had twelve years of experience of inquests."

Coroner Thomas, London: "I may say with certainty that for some years past the number of suicides has increased in a larger ratio than the increased population would account for. Amongst the many reasons which have led to this increase, I think the question as to life insurance, and the idea that suicides commit this crime that others may benefit by the amount of money insured, may be excluded."

Coroners Drew, Wood, and Troutbeck, London, do not recall any instance of suicide for life insurance money.

Coroners at Liverpool, Newcastle-on-Tyne, Cardiff, Nottingham and Hull write to the same effect.

Other coroners write that they are decidedly of opinion that the increase of suicides is not due to the elimination of suicide clauses. All this is confirmation of the views expressed by the Coast Review for July, in an article which was copied by several English papers. We again challenge Mr. Harvey to present some statistics in support of his declara-

tion that a too liberal life insurance contract is responsible for the increase in the number of suicides.

Editorial Brevities.

The touchstone of an Englishman is the phrase "different to"—which is wrong. Men and things cannot differ toward one another.

* * *

Take the Gulf and Atlantic sea-board states, beginning with Texas and including Vermont, West Virginia, and Pennsylvania, which do not touch the sea, and add their fire premiums and losses in 1893, and we find that the average loss ratio was nearly 70 per cent.

* * *

The baking-powder war is not to be compared in thrilling interest to the China-ware and Japan-ware war. The Japanese wear well in the contest.

* * *

A thrifty London life insurance manager advertises: "Insurance manager will lend £10 and upwards, free of interest, if borrower insures his life." Without security, likewise, we suppose. Here is a hint to the American life insurance rebater in an anti-rebate state.

* * *

Lord Bacon said, whatever is not made better, becomes worse. This would be a good motto for fire underwriter's fire and water supply committees.

* * *

In the forest fire district, last month, the only building unburned is said to have been one which was uninsured because "turned down" on account of the forest fire hazard.

* * *

The view of the function of government is widening in the civilized world, and wise men will prepare to meet the larger view. Even the German emperor recognizes the claims of socialism, and has imposed government sickness and accident insurance. New Zealand has state life insurance, and Switzerland has a moder-

ate form of fire insurance. Austria substantially guarantees the contracts of her fire offices. Many governments own and operate extensive railroad systems. This is a permanent extension of the province of government if better and cheaper service is the result.

* * *

We heard an ex-underwriter say, recently, the object of government is the protection of property. We have been under the impression that there are several objects of government, among which is the minor one of the protection of life.

* * *

The path of wisdom for corporations lies in creating conditions which render government competition undesirable and perhaps impossible. These conditions are unwatered stock, honest, economical and capable management, and reasonable rates. Perhaps government competition in various directions is more imminent than any of us imagine.

* * *

The great example of successful and economical government management is the postoffice. Perhaps a great corporation could carry a letter from San Francisco to New York for two cents, but what great corporation would do it? It is true there is a nominal deficit in the postoffice department every year, but that is expected, and is the result of the liberality of the government in carrying mails in thousands of localities where the receipts do not nearly pay the cost of carriage. When the postoffice receipts approach the expenditures, service is doubled in many places, letter-carriers are given to smaller towns, and postage is reduced—and of course there is another deficit in the interest of the people as a whole.

* * *

A little of this federal excellence and simplicity and security would be welcome in state supervision. It would be a good thing if the state insurance departments were merged into a federal insurance bureau, prescribing the conditions under

which inter-state insurance business could be transacted.

* * *

We do not imagine that the federal or the state governments will engage in the fire insurance business. The universal mercantile schedule, and boards and compacts and inspection bureaus, etc., may be simplifying the problem for government action, but they will also, eventually, by reducing the cost of insurance, and preventing incendiarism, rob socialism of its sole argument. We, of course, are not speaking of the immediate future, but of that more or less remote time when, according to some prophets, all great trusts will be swallowed by the infinitely greater trust, the government.

The Dr. Fraker Case.

A Dr. Fraker went fishing on the Missouri river and disappeared. One Lincoln, administrator, is now suing the Equitable Life for the amount of insurance on the doctor's life. The disappearance was mysterious and the company was suspicious. Hence this suit. The newspapers raised the usual howl about the case, and declared that Fraker was dead, and they proved it to their own satisfaction. There have been some startling developments. J. N. Courtney, of Salt Lake, swears that he knows Dr. Fraker is a woman, and that in 1886 she proposed to him that they defraud life insurance companies by insuring her, she disappearing as a man and reappearing as a woman. Fraker was also known as "Maxton." A Salt Lake paper says:

The witness was subpoenaed by the insurance company, which sets up fraud as a defense. He says under oath that while Dr. Maxton is to all outward appearances a man, he is a woman. That the doctor unfolded a scheme for defrauding insurance companies upon the latter occasion and wanted him to join the movement. Some months after, the doctor came to him and asked him for money to get out of town with, saying that she was enciente. He gave her the amount and she skipped.

It appears that after leaving the Centennial state, the doctor located in Columbus,

Mo., and while there, according to the testimony of a negro, was killed by a slide of earth, which carried her into the river, the muddy surface of which at once closed over her for keeps.

The insurance men set up that she is not dead, and that they are not compelled to pay the money until her body is produced. That owing to her record, as established by this Salt Lake witness, she is liable to don the attire of her sex and in petticoats enjoy the money earned by her presumable death as a male.

How Simple!

The Fraternal Alliance of San Francisco reinsured in the Home Benefit of San Francisco, which reinsured in the Mutual Benefit Life Association of New York, which has just reinsured in the National Life Association of Hartford. The latter being only six years old may not reinsure for two or three years. How beautifully simple a thing is assessment life insurance. When the association is unable to pay death claims it reinsures the fairly good lives in another association, and quietly dies. The reinsurer collects fees and dues, falls sick itself, and "reinsures." The process is repeated until there are no more fools left.

The National Life Association.

A few facts about this enterprise will interest the members of the late defunct Mutual Benefit Life Association, reinsured if not reassured by the National Life of Hartford. It was organized in 1888. Income in 1893, \$406,823; paid members, \$242,658; invested assets, \$202,277; insurance in force, \$18,015,871; policies or certificates in force, 12,088; policies lapsed in 1893, 4,467.

If, as stated, all the bad lives of the Mutual Benefit of New York, including those of the reinsured Bankers & Merchants, Fraternal Alliance and Home Benefit, and others, were taken over by the reinsurer, what must be the inference as to the character of the management of the National Life of Hartford and its condition? Do sound companies insure unsound lives? Do prudent managers willingly assume the burdens left by incapable

managers? These are questions which the "taken over" and "taken in" members of the dead Mutual Benefit of New York must answer for themselves.

Life Insurance Matters.

Matters a good deal, does life insurance, for the widow and children of the man who dies an untimely death. In the lottery of life is the black ticket Death. You may draw it soon, you will draw it some time.

* * *

Said a friend, the other day, "I do not see how any man who believes in conscious immortality can rear a family without the protection of life insurance. I mean by this, that if affection for his family does not prompt him to carry life insurance, selfish considerations should. What do I mean? Perhaps you will laugh at me when I explain. I am afraid this doctrine of immortality is a little old-fashioned for these materialistic days. But my mother used to quote from the sacred text the "cloud of witnesses;" and after I am dead I don't care to be a "witness" of my family's struggle with sheer poverty which I could have prevented with a moderate life insurance policy. Now, if my view is right, a good many departed souls must regret the final negative answer given to a life insurance solicitor. Perhaps I am wrong—nobody knows—but I am taking no chances. I rejoice in the protection of life insurance in this world, anyway, and I may rejoice in it in the 'next.' Who knows?" And when this odd friend had gone, we echoed his "Who knows?"

* * *

The Canadian insurance report contains a table of premiums from and payments to policyholders in Canada in the last fifteen years, of companies which have ceased to do new business in that country. The total premium income has been \$4,535,653, while the payments to policyholders have been \$5,761,906. In twelve of the fifteen years the payments to policyholders exceeded the premiums. The

average percentage of payments was 127; last year it was 225. In 1893 the policyholders paid to the life companies, under their policy contracts, \$163,723, and the companies paid to policyholders \$368,887. These figures are a tribute to "old line" life insurance. Such a record as this is impossible under the assessment system.

* * *

The reinsurance of one assessment company by another seems to be a sure sign of the embarrassment of both—especially when there is no medical examination of the reinsured. As we said when the Mutual Benefit of New York reinsured the Home Benefit of San Francisco, the absence of medical examination is a special selection against the reinsurer. Reinsurance under such unfavorable circumstances may be accepted as good evidence of the desperate condition of the reinsurer, which takes in bad risks wholesale in order to postpone the inevitable day of dissolution.

* * *

In *McLaughlin v. McLaughlin et al.*, the California supreme court has decided that where deceased did not complete the transfer of certificate, though he took steps to that end before he died, the original beneficiaries are entitled to the insurance money. This decision reverses that of the lower court in favor of the widow.

* * *

The income tax of the new tariff does not apply to mutual insurance companies. The exemption paragraph is as follows:

"Nor to any insurance company or association which conducts all its business solely upon the mutual plan and only for the benefit of its policyholders or members, and having no capital stock and no stock or shareholders, and holding all its property in trust and in reserve for its policyholders or members; nor to that part of the business of any insurance company having a capital stock and shareholders which is conducted on the mutual plan, separate from its stock plan of insurance and solely for the benefit of the policyholders and members insured on said mutual plan, and holding all the property belonging to and de-

rived from said mutual part of its business in trust and reserve for the benefit of its policyholders and members insured on said mutual plan."

* * *

The Provident Savings Society has issued a new policy form which should prove especially attractive to men with a family of children. The lowest cost is equalized for life by a gradual reduction of the amount of insurance as the children become self-supporting, or putting it another way, a reduction of the amount of insurance corresponding to the decreased life expectancy of wife or mother. There is a field for just such a form of policy, and the agents of the Providence Savings should find little difficulty in cultivating this field successfully.

"Great Limpid Eyes."

According to a veracious San Francisco daily paper—as veracious as any unvarnished sheet which habitually denies on one day the news printed the day before—is our authority for the announcement of the existence of the Pacific States Life Insurance Company. The attention of Insurance Commissioner Higgins or Deputy Rohrer is hereby directed to the new company, which so far has not recognized the existence of insurance laws nor a state insurance department.

The new company has a woman's department, of which Mrs. M. L. Harrison is manager. Life insurance men will be surprised to learn of the indebtedness of the "profession" and of women to Mrs. Harrison. When she engaged in life insurance five years ago she found "to her dismay" that all life insurance companies charged women \$5 more a \$1,000 than they charged men. This injustice aroused the just indignation of this brilliant woman, and she started out to reform the life insurance world.

The daily paper asserts, in all the italic loudness of a separate paragraph of two words that—

"SHE SUCCEEDED."

We are told, further, that she has a corps of female agents in the stock ex-

change building on Pine street. We challenge Messrs. Higgins and Rohrer to "beard" these lionesses in their fine den.

Mrs. Harrison found that the principal reason that women were charged more for life insurance was because of "the supposed unreliability of women in regard to telling their correct age." There were other but really unimportant reasons for the discrimination against women.

"But Mrs. Harrison's arguments overcame all that."

She showed the doubting life insurance directors that if there was an extra risk it was fully met by the extra number of female policyholders. She said, further, that the discrimination was positively ridiculous, that she was sure that women do not die younger than men, and she defied any director to point out a single instance where any husband killed his wife for insurance money.

Keen logic like this triumphed. A resolute woman broke down the strong barriers of prejudice and conservatism. The Pacific States Life Insurance Company led the way, we are told. This will surprise the pioneer companies, which for many years past have been insuring female risks without extra charge.

The daily paper's article closes thus:

"She has succeeded in lowering the rates for women, a thing which had never been done before in the history of the world, and showed that they were actually more in need of insurance, as they were often tied to worthless husbands. She is as dainty and lovely as a piece of Dresden china. She has a pair of great, limpid eyes and quantities of tendrilly light hair, and she can talk business with a voice like an angel's."

To all of which The Coast Review exclaims, in the expressive language of the gentler sex, Oh, my goodness gracious!

Deacon Oldboy (life insurance man)—Our beloved pastor is looking poorly. I move we give him three months' vacation with full pay.

Deacon Crum (undertaker)—No, no; let him stay and earn his salary.—Judge.

The Pacific Insurance Union.

The work of the executive committee of the Pacific Insurance Union in the matter of the new constitution is progressing satisfactorily. The committee has been working hard to get all the offices in line, and has succeeded remarkably well. All the offices but two have responded in the affirmative to the inquiry, Are you now in line? The two general agents who have refused to toe the mark have been referred to the grievance committee, since they will neither come into line nor say they will not.

A Young Special's Questions.

SPOKANE, Wash., Sept. 30, 1894.

Editor The Coast Review:

The writer, a young special agent, has encountered the following difficulties, and would respectfully ask solutions thereto through the columns of your valued paper.

Agent "A" issues a policy to "B" and trades out the premium, giving receipt in full. "A" never pays the company, although he sells the goods which he received from "B" for cash. Is "A" guilty of embezzlement? Can "B's" policy be canceled for non-payment of premium?

Again, agent "A" issues a policy to "B" and one to "C," the premium on each being \$100. "B" gives "A" his check for \$100, with which check "A" buys exchange for \$85 and remits to the company "to pay the premium on 'C's' policy," receiving a receipt from the company for "C's" premium. Upon ascertaining the facts, can the company cancel "C's" policy for non-payment of premium? If not, has "A" been guilty of embezzlement?

If agent "trades out" a premium, gives receipt and fails to pay the company, is the latter debarred from cancelling for non-payment of premium if the facts can be established?

Trusting you will pardon me for asking questions which are undoubtedly clear to the more experienced underwriters,

Respectfully,

A. W. T.

THE COAST REVIEW'S ANSWER.

1st. Agent "A" receives from "B," the assured, in the first instance, goods in lieu of the cash for premium, which he, "A," converts into cash. This constitutes the payment of the premium, for

which the company must look to its agent. If he fails to pay, he is liable to the charge of embezzlement. The company cannot cancel "B's" policy for non-payment of premium.

We may extend the reply further, by saying, that if "A" delivers the policy to "B" with the agreement that the premium shall be applied on some prior debt, the company can look to the assured for the premium, the only portion of which, under the control of the agent to be diverted to his own purposes, being the earned commission. If assured declines to pay, policy may be canceled for non-payment.

2nd. Agent "A" receives from "B" the premium on the policy and the transaction is complete. Company issuing "C's" policy has received its premium and is not obliged to "go behind the returns" to ascertain its source; the transaction is complete and the company cannot cancel "C's" policy for non-payment of premium.

Agent "A" has received from "B" the premium due the company for policy issued, and has failed to turn it over to the company, and he is, therefore, liable to the charge of embezzlement.

"Trading out" a premium, when the goods received in trade are convertible into cash or its equivalent, must be treated as any other method of collecting the premium, and policy cannot be canceled for non-payment. If, however, as first stated,* the premium is made to offset some prior debt, it is not a payment which would absolve the assured.

The rule of law is, that if an agent who is specially authorized to do a specific thing (in this case, to issue policies and receive the premiums and remit same to the company), exceeds his authority, the principal is not bound, because the party dealing with such agent must enquire for himself and at his own peril, into the extent and limits of the authority given to the agent.

Parsons says, "Any person authorized to receive money in a particular place or in any particular way, is not thereby au-

thorized to receive it in any other place or in any other way. Nor is the principal bound, if the agent be authorized to receive the money, but, instead of actually receiving it, discharges a debt due from him to the payer, and then gives a receipt as for money paid to his principal, unless it can be shown that he has special authority to receive payment in this way, or that such payment is justified by known usage."

Fire Underwriters of The Northwest.

The twenty-fifth annual meeting of the Fire Underwriters' Association of the Northwest was held in Chicago last month. Among the many new members elected were W. L. Miller and F. A. Thompson of Denver. The territory embraced in the "jurisdiction" of this association of bright underwriters is no longer the Northwest—it is the Central Northwest. The association should change its name, and oblige the future underwriters of the real great Northwest, which is west of the Mississippi.

The association has 372 members. Chicago managers, as a rule, hold themselves aloof.

From the papers read at this meeting we make several characteristic quotations.

Mr. Hine's paper on "the Jew risk" created no "uproar," as reported by the associated press. The editors of Hebrew papers should be able to pick out some weak points in a paper based on percentages of names supposed to be American, Scotch, Irish, German, Dutch and Hebrew.

READ AND READ.

The young fire insurance man has especial need to keep himself abreast at all times, with the current thought upon fire insurance throughout the world, and to this end, he must be an industrious and thoughtful reader of the insurance periodicals and journals, which have come to be of considerable number and of very great excellence. In this way, and in none other, can he keep himself advised of the old methods criticised or supplanted, of propositions and suggestions of improvement, of blunders discovered and rectified, in short, of the daily course and history of his profes-

sion. It is as important that the insurance man should know what transpires in his business, as it is that the doctor should keep up with the history, treatment and diagnosis of cases, or the lawyer with the decisions of the courts.—Main.

THE ADJUSTER.

If the adjusters' conduct indicates the lodgment in his mind of the idea that a corporation can make a lower standard of moral conduct than that allowed an individual, he is not merely a *moral misfit* in the business, but, unwillingly and unconsciously, is an active and potent enemy to its best interests. Personal integrity, right views of corporate obligation and honesty, a discreet tongue and decent behavior are just as essential to an adjuster as an accurate knowledge of the contract, or a business equipment, which will enable him to figure a loss.—Dossier.

A PROFESSION.

Fire underwriting has indeed become one of the professions. A profession in which the highest ambition, the most thorough education and culture, the most tireless energy, the keenest business sagacity and foresight, and the highest sense of personal and business integrity and fidelity may find an open, beautiful and limitless field. No young man should enter upon the business of fire insurance who looks upon any other as more honorable or more worthy of his best efforts. In this vocation, as in every other department of human effort, the price which must be paid for success is work. It is no place for a drone nor for the man who "knows it all" when he begins.—Main.

THE GREAT FIRE WASTE.

It is high time that active measures are taken to at least assist the underwriters of the United States in an effort to stem the tide. It is a disgrace that in this civilized country we have to acknowledge the fact that over \$900,000,000 worth of property has been reduced to ashes in 19 years. The people of the country must wake up to the fact that the insurance companies do not coin the money paid out for losses at a mint of their own, but that the people pay their own losses; that we are simply collectors and distributors. No move, however, will be made by the people, you can depend upon it. The initiative will have to come from the underwriters, and some plan, both practical and persuasive, should be formulated, and the work begun simultaneously in all of the states. There is no national board of underwriters embracing the whole

country with executive power to direct the movement, but we have excellent organizations in the various sections, such as the New England Tariff association in the East, the Union in the West, the South-Eastern Tariff association in the South, and the Pacific Insurance Union. Let these associations work together in the movement; interest the business men, the politicians and the legislators. If it is the will of the people, and I think I can safely say it is, the proper laws will be enacted.—Littlejohn.

THE SQUARE MAN.

In the West there is an expression quite generally used for the purpose of designating absolute uprightness, and we of the West frequently hear a person referred to as a "square man." It is rather a homely expression, but means much when intended to embrace, as it generally does, the acme of upright dealing. It means not only honesty, frankness and unselfishness, but that sense of the absolute right which discourages the thought of anything but correct practices. When applied to any man in its true sense it overlooks the absence of education, ability or position, and at once invites respect and confidence. If I were asked what requisites would best aid the special agent toward success, I would reply—strength of purpose, tireless application, study, and that conduct which will gain for him the reputation of being a "square man."—Raynolds.

RESERVED POWER OF A STATE.

While under its reserved power a state may place additional burdens and restrictions upon the corporations of its creation; these must be subject to the constitutional limitations and be imposed by general and equal laws.

In the case of the Home Insurance Co. v. Morse, it was held that the Wisconsin legislature could not require a foreign insurance company as a condition alone on which it could obtain a renewal of its license to transact business in that state, to file an agreement not to transfer its suit to the federal court if sued in state court, and that those statutory provisions were repugnant to the constitution and void.

But in *Doyle v. Continental Insurance Co.*, in which the company had obtained an injunction restraining the commissioner from withdrawing its license on its failures to comply with this law, the supreme court dissolved the injunction.

Reviewing the facts of the *Doyle* case, the court uses this language: "The point of the

decision seems to have been that as the state had granted the license its officers would not be restrained by injunction by a court of the United States from withdrawing it. All that there is in the case beyond this, and all that is said in the opinion which appears to be in conflict with the adjudication in *Insurance Co. v. Morse* must be regarded as not in judgment."

Passing to consider the Iowa statute, the court said: "In the present case no agreement had been made, but the locomotive engineer is arrested for acting as such in the employment of a corporation because it has refused to stipulate that it will not remove into the federal courts suits brought against it in the state court as a condition of obtaining the permit, and consequently has not obtained such permit. Its right equally with any individual citizen to remove into the federal court under the laws of the United States such suits as are mentioned in the third section of the Iowa statute, is too firmly established by the decisions of this court to be questioned at this day; and the state of Iowa might as well pass a statute to deprive an individual citizen of another state of his right to remove such suits. As the Iowa statute makes the right to a permit dependent upon the surrender by the foreign corporation of a privilege secured to it by the constitution and laws of the United States, the statute requiring the permit must be held to be void.—Sanderson.

A Millionaire Fire Department.

The village of Larchmont, on Long Island, New York, rejoices in the distinction of possessing a "millionaire fire department." Secretary Little of the Phenix of Brooklyn is the village Pooh-Bah. He is village trustee, village librarian, and chief of the fire department, and secretary of a yacht club. Other members of this unique fire department are Manager Eaton of the Liverpool & London & Globe and Manager Bedall of the Royal. The occasional parade of the fire department is "a society event." A handsome hand-engine, glittering with shining brass, is dragged through the streets by the uniformed members of the fire brigade, and a brass band precedes them. The "millionaires" wear big helmets and red shirts, and the chief carries a trumpet. Flags and banners are displayed, the band plays, lace handkerchiefs are waved from windows, and the festal day is concluded with a banquet. When a fire occurs, however, laborers are hired to man the pumps, though the gentlemen members are

supposed to respond to the fire alarm bell. There was actually a fire in Larchmont last June. A barn caught fire, and burned to the ground before the millionaire firemen, dragging their engine, could find out where the fire was or where the water was, we forget which.

Semi-Annual American Fire Figures.

| Companies. | | Assets. | Net | |
|----------------------------|--------------|--------------|-------------|--|
| | | | Surplus. | |
| Ætna | July 1, 1894 | \$10,901,302 | \$3,320,179 | |
| | Jan. 1, 1894 | 10,807,667 | 3,010,933 | |
| American, N. Y. | July 1, 1894 | 1,487,497 | 147,433 | |
| | Jan. 1, 1894 | 1,512,670 | 138,818 | |
| British America | July 1, 1894 | 1,188,660 | 453,986 | |
| | Jan. 1, 1894 | 1,108,937 | 398,374 | |
| Caledonian | July 1, 1894 | 2,378,391 | 504,476 | |
| | Jan. 1, 1894 | 1,879,499 | 369,059 | |
| Com. Union | July 1, 1894 | 3,400,836 | 940,679 | |
| | Jan. 1, 1894 | 3,555,200 | 938,833 | |
| Connecticut | July 1, 1894 | 2,830,947 | 372,080 | |
| | Jan. 1, 1894 | 2,831,089 | 339,693 | |
| Continental | July 1, 1894 | 6,576,793 | 1,750,385 | |
| | Jan. 1, 1894 | 6,433,171 | 1,576,596 | |
| Delaware | July 1, 1894 | 1,499,731 | 149,332 | |
| | Jan. 1, 1894 | 1,493,727 | 110,362 | |
| Fire Ass'n, Pa. | July 1, 1894 | 4,933,935 | 534,648 | |
| | Jan. 1, 1894 | 5,056,721 | 504,922 | |
| German-Amer. | July 1, 1894 | 6,188,992 | 1,915,901 | |
| | Jan. 1, 1894 | 5,997,403 | 1,657,353 | |
| Germania, N. Y. | July 1, 1894 | 3,282,387 | 1,074,857 | |
| | Jan. 1, 1894 | 3,206,984 | 960,333 | |
| Girard | July 1, 1894 | 1,768,914 | 518,941 | |
| | Jan. 1, 1894 | 1,700,172 | 511,376 | |
| Glens Falls | July 1, 1894 | 2,339,523 | 1,320,916 | |
| | Jan. 1, 1894 | 2,249,553 | 1,272,008 | |
| Greenwich, N. Y. | July 1, 1894 | 1,324,547 | 141,692 | |
| | Jan. 1, 1894 | 1,358,211 | 121,960 | |
| Hamburg-Bremen | July 1, 1894 | 1,270,565 | 383,249 | |
| | Jan. 1, 1894 | 1,231,116 | 280,663 | |
| Hanover | July 1, 1894 | 2,111,740 | 201,729 | |
| | Jan. 1, 1894 | 2,070,334 | 219,320 | |
| Hartford Fire | July 1, 1894 | 7,812,311 | 2,403,054 | |
| | Jan. 1, 1894 | 7,378,092 | 2,296,770 | |
| Home, N. Y. | July 1, 1894 | 8,907,824 | 754,733 | |
| | Jan. 1, 1894 | 9,008,834 | 566,325 | |
| Imperial | July 1, 1894 | 1,830,582 | 819,731 | |
| | Jan. 1, 1894 | 1,847,272 | 762,805 | |
| Ins. Co. of N. Am. | July 1, 1894 | 9,165,213 | 1,873,064 | |
| | Jan. 1, 1894 | 9,432,250 | 1,865,508 | |
| Lancashire | July 1, 1894 | 2,272,531 | 808,895 | |
| | Jan. 1, 1894 | 2,287,776 | 625,881 | |
| Lion | July 1, 1894 | 839,039 | 366,289 | |
| | Jan. 1, 1894 | 868,916 | 379,800 | |
| Liv. & Lon. & Gl. | July 1, 1894 | 8,714,331 | 3,296,334 | |
| | Jan. 1, 1894 | 8,598,271 | 3,026,525 | |
| Lon. Assurance | July 1, 1894 | 2,162,067 | 1,137,444 | |
| | Jan. 1, 1894 | 2,175,658 | 1,023,337 | |

| | | | |
|-----------------------------|--------------|-----------|-----------|
| Lon. & Lancas'e | July 1, 1894 | 2,650,205 | 833,205 |
| | Jan. 1, 1894 | 2,641,029 | 678,832 |
| National, Har'd | July 1, 1894 | 3,189,720 | 388,976 |
| | Jan. 1, 1894 | 3,244,456 | 366,614 |
| North Brit. & M. | July 1, 1894 | 3,354,960 | 1,119,182 |
| | Jan. 1, 1894 | 3,419,141 | 1,005,589 |
| Northern | July 1, 1894 | 1,644,017 | 490,024 |
| | Jan. 1, 1894 | 1,657,091 | 440,470 |
| Northwest'rn N'l. | July 1, 1894 | 1,738,333 | 439,288 |
| | Jan. 1, 1894 | 1,725,693 | 401,990 |
| Norwich Union | July 1, 1894 | 1,875,063 | 492,044 |
| | Jan. 1, 1894 | 1,823,461 | 410,415 |
| Orient | July 1, 1894 | 2,035,946 | 497,154 |
| | Jan. 1, 1894 | 2,091,695 | 322,696 |
| Palatine | July 1, 1894 | 2,211,941 | 699,016 |
| | Jan. 1, 1894 | 2,255,974 | 507,349 |
| Pennsylvania | July 1, 1894 | 3,936,358 | 1,329,981 |
| | Jan. 1, 1894 | 3,859,058 | 1,290,175 |
| Phenix, Brook. | July 1, 1894 | 5,709,059 | 208,623 |
| | Jan. 1, 1894 | 5,903,963 | 161,437 |
| Phoenix, Hart'd | July 1, 1894 | 5,328,198 | 697,734 |
| | Jan. 1, 1894 | 5,429,794 | 713,196 |
| Queen, N. Y. | July 1, 1894 | 3,671,294 | 1,151,081 |
| | Jan. 1, 1894 | 3,645,938 | 1,029,779 |
| Royal | July 1, 1894 | 7,376,229 | 2,328,632 |
| | Jan. 1, 1894 | 7,469,681 | 2,210,800 |
| St. Paul | July 1, 1894 | 2,061,305 | 546,347 |
| | Jan. 1, 1894 | 2,201,154 | 455,516 |
| Scot. Union & N. | July 1, 1894 | 2,706,979 | 1,514,128 |
| | Jan. 1, 1894 | 2,543,249 | 1,421,595 |
| Sun, London | July 1, 1894 | 2,284,471 | 620,299 |
| | Jan. 1, 1894 | 2,449,543 | 548,531 |
| Westchest'r, N.Y. | July 1, 1894 | 1,920,525 | 354,140 |
| | Jan. 1, 1894 | 1,821,550 | 327,471 |
| Western | July 1, 1894 | 1,598,062 | 507,444 |
| | Jan. 1, 1894 | 1,652,577 | 504,743 |
| Williams'b'g City | July 1, 1894 | 1,474,741 | 602,234 |
| | Jan. 1, 1894 | 1,477,258 | 597,390 |

The foregoing July 1st figures are compiled from our Eastern exchanges. They doubtless are "reasonably correct."

United States Fire Losses.

Losses over \$10,000, as compiled by the Boston Standard:

| | 1894 | 1893 |
|--------------------|--------------|--------------|
| January | \$10,662,700 | \$16,951,500 |
| February | 8,930,700 | 7,595,000 |
| March | 9,212,000 | 14,940,500 |
| April | 10,302,700 | 12,599,900 |
| May | 10,019,000 | 8,419,185 |
| June | 8,516,000 | 12,735,115 |
| July | 12,474,000 | 9,537,850 |
| August | 11,632,925 | 9,262,000 |
| Total | \$81,750,025 | \$92,032,050 |

According to a local paper the Santa Ana new school-house has been insured for \$4,600 in the "Northwestern Insurance Association."

Australia.

The British & Colonial has been reinsured by the London & Lancashire.

INTEREST RATE.

"Deposit rates in Melbourne have been reduced to $3\frac{1}{2}$ per cent. for money "lodged" for twelve months, and to 2 per cent. for six months' deposits. In San Francisco savings banks the "deposit rate" for over six months is 5 per cent., and for ordinary deposits 4 per cent.

BIG FIRE.

Sydney has just had a \$200,000 fire—a furniture warehouse in George street. The insurances were as follows:

| | |
|-------------------------------|----------|
| Norwich Union | \$65,000 |
| Alliance | 7,500 |
| Northern | 5,000 |
| New Zealand | 5,000 |
| Manchester | 5,000 |
| London & Lancashire | 10,000 |

Other reinsurances by the Norwich Union are not reported. The fire was a very fierce one. The draught of the elevator shaft forced the flames to the front of the building, and in thirty minutes the entire warehouse of six floors was a roaring furnace; charred fragments were picked up two-and-a-half miles away. The total insurance reported is \$135,000.

A SALVAGE PLANT.

The Sydney Underwriters' Association's salvage plant consists of one 8-in. Gwine pump and all connections, one 6-in. centrifugal pump and connections, one 6-in. Blake pump, four American pumps and handles, flexible steam pipe and connections, six steel hawsers (750 fathoms), four reels for hawsers, four wire compressors, one diving pump and dress complete, one 2000-candle-power lamp, three 20-ton hydraulic jacks, two 35-ton hydraulic jacks, one 50-ton hydraulic jacks, 10 bottle jacks; anchors, ropes and sundries; and a salvage pontoon built for carrying gear alongside vessels in shoal water, a double-bottomed vessel of enormous strength, and expressly built to bump her way over sandbanks, or a modest quantity of rock if the occasion demands.

MARINE NOTES.

In the midst of a storm the twin-screw Duckenfield shifted her starboard propeller. Her extra screw and separate engine enabled the captain to make port. Thick fogs, cold weather, gales and terrific seas are reported in Australasian waters.

Coal-shippers complain of the disinclination of insurance companies to accept coal cargoes

for foreign ports from Newcastle. It is often impossible for the insurer to reinsure. Since 1890 ten vessels leaving Newcastle have been lost, seven of which were never afterward heard of. In addition, the ship King James caught fire at sea from spontaneous combustion, on her way to San Francisco, and was totally destroyed; and last year the Cedarbank, on her arrival in San Francisco, was found to have her cargo on fire. Cargo shifting is said to be the cause of most of the disasters. None of the lost vessels had shifting-boards.

SYDNEY TARIFF ASSOCIATION.

The minimising of danger from electric lighting, the protection to lifts and stairways, and a variety of minor points, all tending to the greater safety of life and property, has always had the careful attention of the Tariff Association. Whilst they have increased rates where necessary to bring about such needed improvements, they have always been ready to make reductions wherever owners have improved their fire hazard.

The municipal building acts have not done much towards effecting improvements in the fire hazard of the city, but the Fire Tariff Association have found a much more speedy way of bringing about the necessary protections, of one building from another, by touching the pockets of the selfish owners, and where their property is from any cause a menace to adjacent property, the increased rate demanded until such time as the danger is improved or remedied has acted more promptly than any act of parliament. This could only be brought about by combination of offices, and no right minded man could condemn their joint action in such direction. There are some hundreds of buildings in the city of Sydney which have been thus improved since the fire tariff came into existence.

In other instances defective water mains have been made good; additional hydrants have been placed where the vigilance of the fire offices have noted the danger. In some instances brick walls have been erected to act as fire breaks, and the addition of proper fire proof shutters and doors—such as really would give effective resistance against the progress of a fire—also the bricking up of various openings not necessary for use, in stores and warehouses, and left open through ignorance of the danger of conflagration being assisted thereby; all these have resulted from the Tariff Association.

The danger of large stocks of inflammable articles, such as kerosene and large stocks of

dangerous chemicals, in the midst of some of the most valuable business blocks in Sydney, has also been sufficiently brought to the notice of those concerned, and the removal effected by the firm but effectual effect of increased rating whilst such dangers remained, stands also to the credit of the tariff committee.

Legal Construction of the Accident Policy.

FROM A PAPER BY JOHN A. FINCH, READ AT THE THIRD ANNUAL MEETING OF THE INTERNATIONAL ASSOCIATION OF ACCIDENT UNDERWRITERS, BOSTON, SEPT. 11, 1894.

The word "accident" has been defined by the supreme court of Connecticut (*Morris v. Platt*, 32 Conn., 85) as "an event or occurrence which happens unexpectedly, from the uncontrollable operations of nature alone, and without human agency." This definition was enlarged by the same court in a later case (*Bostwick v. Stiles*, 35 Conn., 198), where it was said: "The equitable definition of the word includes inevitable casualties, such as are created by the act of God, and those which arise from unforeseen occurrences, misfortunes, losses and acts or omissions of other persons, without fault, negligence or misconduct on the part of the person injured." The supreme court of Indiana (*Supreme Council of the Order of Chosen Friends v. Garrigus*, 104 Ind., 133) has defined the word as meaning "an event that takes place without one's foresight or expectation, and may include an injury received in a common law affray, without the fault of the person injured." And the supreme court of the United States (*Accident Ins. Co. v. Crandall*, 120 U. S., 527), in holding that suicide by an insane person was an accidental death, says: "No one doubts that hanging is a violent means of death. As it effects the body from without, it is external, just as suffocation by drowning was held to be in the cases above cited; and, according to the decisions as to suicide, under the policies of life insurance before referred to, it cannot, when done by an insane person, be held to be other than accidental."

EXTERNAL INJURIES.

The following causes of injury and death have been held to be "external, violent and accidental," within the meaning of the contract: Death from fright or strain caused by physical exertion in restraining a runaway horse (*McGlinchey et al. v. Fidelity and Casualty Company*, 80 Maine, 257); injury

caused by jumping from a platform four feet high to the ground below (*Mutual Accident Association v. Barry*, 131 U. S., 100); a strain happening while loading hay, (*North American Life and Accident Insurance Company v. Burroughs*, 69 Pennsylvania State, 43); a wound that did not of itself cause death, but did cause insured to fall into the water where he was drowned, (*Mallory v. Travelers' Insurance Company*, 47 N. Y., 52); death from pneumonia caused by a cold that would not have happened but for the weakened condition of insured, produced by the accident, (*Issit v. Railway Passengers Company*, 22 Law Reports, Queen's Bench Division, 504); death from apoplexy resulting from a fall, (*National Benefit Association v. Grauman*, 107 Ind., 288); death from hernia, caused solely and directly by external violence, followed by a surgical operation performed for the purpose of relieving the patient (*Fittou v. Accidental Death Company*, 17 Common Bench Reports, New Series, 122); death caused by being seized with an epileptic fit while crossing a stream and falling therein and drowning there while suffering from the fit (*Winsper v. Accident Company*, 6 law Reports, Queen's Bench Division, 42); death caused by being seized with a fit and falling in front of a moving train, notwithstanding a provision in the policy excepting death "arising from fits or any disease whatever arising before or at the time or following such accidental injury, whether consequent upon such accidental injury or not, and whether causing such death directly or jointly with such accidental injury" (*Lawrence v. Accidental Death Company*, 7 Law Reports, Queen's Bench Division, 216); injuries intentionally inflicted by another person, such injuries being, as to the person injured, unintentional, (*Supreme Council Order of Chosen Friends v. Garrigus*, 104 Ind., 133; *Phelan v. Travelers' Insurance Company*, 38 Mo. Appeals, 640; *Hutchcraft v. Travelers' Insurance Company*, 87 Ky., 300); stooping to pick up a marble dropped by a child whereby the insured dislocated the carriage of his knee (*Hamlyn v. Crown Accidental Insurance Company*, 1 Queen's Bench Division, 1893, 750); the accidental drinking of poison, (*Healey v. Mutual Accident Association*, 133 Ill., 556); death by the inhaling of escaped gas in sleep (*Paul v. Travelers' Insurance Company*, 112 N. Y., 472; *United States Mutual Accident Association v. Newman*, 84 Va. 52.) This was held, although the policy exempted the company from death resulting from inhaling gas. The United States Circuit Court, however,

refused to follow this ruling, and held that, in such case, the company was not liable. (*Richardson v. Travelers' Insurance Company*, 46 Federal Reporter, 843.)

INJURIES NOT EXTERNAL, ETC.

The following causes of injury and death have been held not to be from "external, violent and accidental means," within the meaning of the policy: Injury happening while exercising with Indian clubs (*McCarthy v. Travelers' Ins. Co.*, 8 Bissel, 362), or while lifting a burden (*Martin v. Travelers' Ins. Co.*, 1 Foster & F., 505); sun-stroke (*Sinclair v. Maritime Passenger Co.*, 3 Ellis & Blackwell, 478; *Dozier v. Fidelity & Casualty Co.*, 46 Federal Reporter, 446); death resulting from a malignant pustule, caused by the infliction upon the body of putrid animal matter, containing poisonous bacillus anthrax (*Bacon v. United States Mut. Acct. Assn.* 123 N. Y., 304.)

In construing the terms of a policy, which provided that the company should not be liable for any injury "of which there is no visible external mark upon the body of the insured," where the insured received a severe strain of the back, there being no visible sign of the injury until several days thereafter, the supreme court of Iowa (*Hennington v. Pacific Mutual Life Ins. Co.*, 52 Northwestern Reporter, 482), held, that the policy does not contemplate that there shall be bruises, contusions or lacerations on the body, or broken limbs; nor that there shall be immediate visible sign of the injury. And the New York supreme court (*Gale v. Mutual Aid & Acc. Assn.*, 47 Albany Law Journal, 153) held that the injuries contemplated need not be visible to the eye, and extend to a strain of the rectine muscles which could be ascertained by a physician by the sense of feeling, by applying the hand upon the exterior of the body. The United States circuit court (*Bernays v. United States Mut. Acct. Assn.*, 45 Federal Reporter, 455), in construing the clause, held that this only precludes recovery on a claim for indemnity for an alleged injury which does not result fatally, and it has no application to a case where death results from an accidental injury. The same ruling was made by the supreme court of Maine (*McGlinchey v. Fidelity & Casualty Co.*, 80 Maine, 251), and by the United States circuit court (*Eggenberger v. Guarantee Mutual Acct. Assn.*, 41 Federal Reporter, 172), and by the Virginia Court of Appeals (*United States Mut. Acct. Assn. v. Newman*, 84 Virginia, 52), where it is said that what constitutes external and visible signs

of an injury is a question for the jury. This is almost equivalent to saying that anything or nothing will constitute external or visible signs; for whenever an insurance case is submitted to a jury, without restriction, the insurance company is apt to lose.

A provision in the policy exempting the company from any liability for any injury which might happen to the insured while intoxicated was held to exclude liability for all injuries suffered while the assured was intoxicated, whether the intoxication contributed to the injury or not (*Standard Life and Accident Insurance Company v. Jones*, 94 Ala., 434). In this same case "under the influence of liquor" was held to mean a condition amounting to intoxication.

MISCELLANEOUS.

An exception from death from "medical treatment for disease" was held to cover death from an overdose of opium that had been prescribed by a physician. (*Bayless v. Traveler's Insurance Company*, 14 Blatchford, 143); but it was held not to exempt the company from liability where the surgical operation was performed for the purpose of relieving the patient from the effects of an accidental injury. (*Fitton v. Accidental Death Company*, 17 Common Bench, New Series, 122.)

The exclusion of death caused by "taking of poison" has been held to cover unintentional, as well as intentional, poisoning. (*Hill v. Hartford Accident Company*, 22 Hun, 187; *Pollick v. United States Mutual Accident Association*, 102 Pennsylvania State, 230.)

In construing the clause exempting the company from liability on account of "quarreling" the supreme court of Tennessee, (*Accidental Insurance Company v. Bennett*, 90 Tenn., 256), held, that if the insured is killed by a person who intended to do so, as a result of a quarrel which he provoked, and from which he might reasonably expect injury, there could be no recovery; but if he could not reasonably have expected anger to be provoked, and injury therefrom, he could recover.

THE Broadway Insurance Company's expenses during the last ten years have been 62 per cent. of its premiums. The net surplus has been falling for years. January, 1887, the net surplus was \$340,583. January, 1893, it was only \$53,242. If the Broadway has lost surplus this year in proportion to the loss of last year, it now has no net surplus. The policyholders of the company should demand a semi-annual statement of its condition. How did the little company stand on July 1?

Accident Notes.

The United States Mutual has several times written over \$1,000,000 of accident insurance in a single day.

At the recent convention of the mutual life and accident underwriters in Boston, the following figures for 1893 were presented:

| | |
|---|-------------|
| Number of companies reporting wholly or in part | 375 |
| New members admitted during year | 730,866 |
| New insurance written during year . . . \$1,441,618,700 | |
| Total number of members at close of year | 3,478,100 |
| Insurance in force at close of year . . . \$7,194,979,000 | |
| Amount paid by members during 1893 | 77,304,326 |
| Total income during 1893 | 85,193,200 |
| Total payments to members | 59,708,000 |
| Expense of conducting the business | 20,719,800 |
| Assets invested and otherwise, close of 1893 | 50,668,611 |
| Total paid to members since organization | 508,466,606 |

Rebating in Portland.

Editor The Coast Review:

There are rumors current that the Pacific Insurance Union will take very decisive steps towards stopping rebating. The union will not be successful. New and stringent rules will have the effect of punishing a few perpetrators (probably those who deserve it the least), but the union never has been and never will be able to root out the evil, as long as conditions are not changed entirely.

One wholesale house in this city places all its business under some lame pretext through one agency. The fact is, this wholesale house got a rebate of 10 per cent. before the compact was in existence and gets it ever since, in spite of all the compact rules and regulations. One manufacturing establishment has been getting a rebate of 20 per cent. for the last eight or nine years, and the San Francisco manager knows it, too. Another wholesale house in this city gets its marine insurance free in consideration of placing all its fire insurance through one agency. These are facts which cannot be denied, and they are of long standing. What will be the result? It is well known that some agents dropped from the list owing their companies a balance for premiums collected and not remitted.

Everybody is soliciting insurance now-a-days. Money brokers and bookkeepers of wholesale houses are the duly authorized agents of insurance companies, with no other object in view but to make the commission; they admit freely that they are not soliciting

insurance. Some business houses are not satisfied with the rebate offered in Portland. They can do better by placing their business through brokers in San Francisco.

One board company does a considerable business here, although it has no authority to do business in the state of Oregon, not having complied with the \$50,000 deposit law. Its policies are purportedly written in San Francisco, but can be had in this town within an hour's notice.

One agent in this city was so incautious as to show a statement of his premium receipts and commission of the previous year to other agents, and afterwards expressed surprise that the fact had leaked out that his company paid him a commission of 25 per cent. Other agents get office rent paid by their companies, or a so-called "special" is always in attendance assisting in looking after renewals and so forth.

Rates are all alike in this city, with one exception—the State of Salem. The agent of this company has a full set of union card rates in his office and takes as high a rate from the insurer as he can get. It depends entirely whether or not the insurer knows the tariff rate. If he does not he very likely will have to pay a little above the tariff. However, the best advertisement for the Salem company is the fact that one of the Portland agents representing a board company, insures his own property with the Salem company. This surely beats the record.

There are some agents who always accuse others of rebating for the purpose of covering up their own shortcomings. They are always in favor of new rules and regulations for the others to stick to.

The payment of a commission on premium receipts is wrong in its principle, because the remuneration on poor risks with high rates is greater than the remuneration on good risks with low rates. The payment of commission on premium receipts without regard to quality of business should be abolished. This system of remuneration may work well with the country agent, but the agent and broker of larger cities should be paid a salary. This alone will stop rebating and uphold the union. As a consequence only regular agents and brokers will be able to derive any benefit by devoting their time to the soliciting of insurance. Nothing short of this will bring the insurance business back to its old standard of efficiency and honesty.

Salaries should be fixed by the Coast manager on the basis of amount and quality of

business written during previous years and the ability of the agent as an underwriter. Salaries should be small, but a contingent should be allowed on the net profits of the agency. The payment of commission on the interchange of business should also be stopped. The interchange of business should rest on reciprocity.

The granting of credits on premiums should be done away with. No policy should be delivered and no policy should be in force, on which the premium has not been paid in full. No company should be allowed to have more than one agent within the metropolitan district of a city, but they should be allowed to represent as many companies and to have as many brokers as they choose, provided they are on a salary basis and devote their time exclusively to insurance. These agents and brokers, who do not earn their salary will soon enough be dropped by their department chiefs.

A. B. C.

Portland, Or., September 22, 1894.

The Broadway Insurance Company.

This company does some business in California, and its present condition is therefore a matter of interest to many of our readers. Formerly it limited its writings to New York city, and was fairly successful, after a small fashion. Latterly the Broadway has been writing outside business in some sort of conjunction with the Mutual Fire of New York. Rates have been cut, and heavy lines assumed. The effect has been disastrous. The figures of the Broadway plainly show that rates are far too low. The company's expenditures during the last three years have greatly exceeded receipts.

Here are three years' figures of the Broadway:

| Year ending. | Receipts. | Expenditures. | Loss and Expense Ratio. |
|---------------|-----------|---------------|-------------------------|
| Dec. 31, 1891 | \$178,656 | \$209,417 | 119.3 |
| Dec. 31, 1892 | 219,840 | 220,416 | 106.8 |
| Dec. 31, 1893 | 280,120 | 296,242 | 104.3 |

The Broadway cannot long survive at this rate. Its surplus pile is fast melting away. Its assets are at a standstill, while its liabilities are increasing as follows:

| Year ending. | Assets. | Liabilities. | Net Surplus. |
|---------------|-----------|--------------|--------------|
| Dec. 31, 1891 | \$458,490 | \$107,497 | \$150,992 |
| Dec. 31, 1892 | 471,722 | 147,747 | 123,975 |
| Dec. 31, 1893 | 442,251 | 189,009 | 53,242 |

At this rate of increasing liabilities and decreasing assets and surplus, how long will it be before the Broadway will be receiving the attention of the insurance department? What

is the condition of the company now? The percentage of losses to premiums last year was 66.5 per cent.; but this record, bad as it is, is better than the actual experience of the company. The losses on an increase of 30 per cent. of premiums were 66.5 per cent. Making allowance for unearned premiums the Broadway's loss ratio was about 76.5 per cent., or a total of 114.3 per cent. ratio of losses and expenses to premiums.

Policyholders in this company should thoughtfully examine its figures, and ask for a report of its present condition. There is good ground for uneasiness.

Assessment Insurance.

The International Fraternal Alliance of Baltimore, the pocket-piece of the notorious Unverzacht, is soliciting suckers on the Pacific Coast. We warn the public against any scheme with which this fellow is prominently identified.

Chalmers & Lathrop, 186 Remsen street, Brooklyn, announce in a New York Herald advertisement that "widows and others who have accepted reductions of claims, or who have claims pending against the Mutual Reserve Fund Life Association, will find it to their advantage to send their names" to the firm. The firm claims to have in its hands for collection death claims running back to 1882.

Letter from the Sun Insurance Office.

LONDON, Sep. 12, 1894.

Editor *The Coast Review*:

Sir—

In answer to yours of 27 Aug. I have to inform you that neither the directors nor the shareholders of this office have ever at any time, directly or indirectly, authorized their manager to withdraw the company from the United States. Any rumour to such an effect is absolutely false and without foundation, and can only be viewed by us as malicious. I cannot believe that any such rumour could gain belief amongst responsible, well informed people, but it at least should receive denial to the same extent as it has received publicity.

Your obedient servant,

M. R. PRYOR,

Managing Director.

With a rapidly vanishing surplus the Broadway Ins. Co. goes right on paying ten per cent. dividends. It is a question whether the company will be able to pay dividends this year without impairing its capital.

Tariff and Non-Tariff Companies.

FROM A PAPER BY H. C. STOCKDELL, READ AT
THE RECENT MEETING OF THE FIRE UNDER-
WRITERS' ASSOCIATION OF THE NORTHWEST.

Taking my cue from our friends in New England, and giving them all credit and praise for being the first to agitate the question in a manner showing determination to try the experiment, if it may be called such, I have chosen the subject of "Tariff and non-tariff companies—shall there be separation in agencies?"

The subject in itself asks a question, and I unhesitatingly answer it in the affirmative, and right here I want to go on record as being of the opinion that sooner or later the strong conservatively managed companies will unite upon some plan with this end in view. Can there be any reason why we should not throw around our business also those safeguards which experience tells us is absolutely necessary to its proper conduct and protection? Will anyone hold to the view that we must maintain tariff associations, local boards, commission compacts and the like, and allow non-members to get the benefit of just so much of our work as they choose to enjoy, and at the same time make concessions to the public or to our agents to our disadvantage? To ask these questions is to answer them, because of the very absurdity of the proposition, and yet we are doing that very thing every day in the year in nearly all sections of these United States. Right here I want to be somewhat personal in speaking of my own section, and bear testimony to the good work of the South-Eastern Tariff Association. We have solved the problem of non-board agencies, and fifteen per cent. commission is the rule over the entire field of eight states. All we want now is to say to those companies which do not belong to the association, but are living up to our rules and rates (very many of them doing so because they cannot get agents to represent them otherwise)—you must pay your part of the expense of maintaining these associations and local boards, and I believe they will do so. Whenever a large majority of the agency companies get together and agree not to be represented anywhere by any agent who represents any company which allows him to write at less than tariff, or which pays him more than a fixed commission satisfactory to such majority of companies, then indeed will a long step have been taken in the direction of either a separation of agencies, or having the satisfaction of knowing that all are on

equal footing and no advantage can be taken. The power to carry out this idea is undoubtedly in the hands of the companies, and I am filled with wonder that they have not long ago done something on this line. I doubt not that every one of us has had some little experience, possibly in a small way, and in some isolated instances with this question. For myself I have more than once been prompted to remove a company from the hands of agents who were being paid by other companies more commission than I would pay, and yet I have had more cases where the agents would give up the high commission company in order to continue to represent the company whose interests I had in charge. I only mention these to show that the local agent as a rule knows his interests are with the conservative companies, and he will stand by them when the question is properly placed before him.

The companies have at great expenditure of money, brains, energy and time built up institutions which, while not thoroughly perfect in themselves, have been the sole means of sustaining the business of fire insurance for all these years. Almost invariably there has been something lacking in these organizations, for while they have been approved by a large majority of the prominent agency companies, there are some which would gladly remain outside if they thought they could do so without being molested by the association companies. It is the larger companies which most fear the results of their being non-tariff, and therefore they, as a matter purely of self-protection, will be found united in all association work. And yet, with all the combined power and influence which their united action can surely carry, we find them slow to assert themselves. The association companies should agree to stand firmly together for all that is calculated to place our business upon the most reasonably profitable plane—that which will redound to the welfare of the insuring public as well—and say to all outside companies, we do not care to have you represented by any of our agents unless you agree to observe all our rules, charge the same rates, pay the same commission, and stand your part of association or local board expenses. Imperfect as our associations are, they have many advantages, and these advantages have been shared in by the non-boarder, the wildcat, the mutual, and now the Lloyds, without any objection whatever on the part of the companies which have borne the entire expense of those organizations. These outsiders have great advantages; they are represented in local offices where

there is an accumulation of business and a current of transactions that, perchance, has been built up as the result of many years' hard work of association companies, and yet we sit quietly aside and raise no objection.

We should take the public into our councils much more than has been our custom. When they see the enormous fund of general information we have in our associations, they cannot help but feel that we are engaged in a business which requires as much intelligent handling as any other, and the more they are informed of our ways of rating, making the most hazardous risks pay the higher rate and the less hazardous the lower rate, the more they will appreciate our efforts to place the business of fire underwriting upon a more profitable basis than it has yet attained. There are associations, one at least, where the meetings are held with open doors, and I have never yet heard of anything but good resulting from the attendance of people who, properly speaking, represent the public.

An intelligent people cannot fail to appreciate our efforts to reduce the chances of fire by improving and protecting their property. They will see that the matter of rate on their buildings is absolutely in their own hands. If they build a fire trap they must pay the highest rates, while if they build of slow burning or fireproof material the rates will be lower as the chance of a fire is decreased. Let the public know that it is of the greatest importance to consult our associations before beginning the erection of any structure, whether it be a mercantile building, factory, warehouse or what not, and we will soon add very great strength and support to our efforts. Every time a property-owner gets information from us and follows it with the end in view of securing the lowest rate possible for his risk, we make a friend who will always be a friend.

THE BUSINESS DEPRESSION.—The first six months of 1894 has the distinction, according to Bradstreet's Journal, of containing the largest number of recorded failures in business in the history of the country. Nevertheless, the total amount involved was less than a corresponding period last year. Altogether there have been since January 6, 528 failures of individuals or concerns. "The increased number of failures compared with six months of 1893 is 289, or 4.6 per cent.; with 1892 it is 1,177, nearly 22 per cent.; with 1891, following the Baring collapse, it is 491, or 8.1 per cent., and as compared with 1890 the increase is 1,062, or 19 per cent. Relatively few large business

failures have been reported during the first six months of this year, particularly as compared with either the first or second six months in 1893. Whereas, during the first half of 1893, the total indebtedness of failing individuals, firms and corporations, amounted to more than \$170,000,000, the corresponding total the past six months is only \$82,555,339, or 49 per cent. of last year's aggregate; the total assets of failing traders this year are \$44,970,825, only 47 per cent. of the corresponding total a year ago. The extraordinarily high portion of assets to liabilities in the first half of last year—61 per cent.—was the natural consequence of the panic and consequent extreme restriction of credits. The four Middle states show the largest percentage of increase in number of failures—from 1,299 to 1,607. Five Pacific states show a somewhat more marked increase in number of failures, but the decrease in liabilities is fully 50 per cent. greater.

Fire Notes.

Sample Eastern Farm Rates: Dwellings, 30; barns, 40; 10 cents added if occupied by tenants; barns without insurance on dwelling, 1.00. Three years, an advance of 250 per cent. These rates are an advance.

The Western Union met at Cressen Springs, Pa., last month. Representatives were present from thirteen cities. Little business was transacted. A minimum rate of one per cent. was added to present rate where trolley wires are tapped to supply private consumers; and the revised rules of the Underwriters' International Electrical Association were adopted. St. Louis was declared to be out of line in brokerages and commissions. The next general "meet" of the union will be held in St. Louis in March.

A PROPHET.—In the June Coast Review we said:

"Thrift," an assessment champion, thinks 1894 will be the banner year for the Mutual Benefit Life Association of New York. If Thrift means the sheriff's banner, we are ready to agree with it.

The Coast Review was right. A sheriff's banner now waves over the remains of the Mutual Benefit Life Association of New York.

In 1892 the losses and expenses of the fire insurance companies in the United States were 99 per cent. of the premium. In 1893 the losses and expenses were 100 per cent. of the premiums.

September Fires.

WASHINGTON.

23. Snohomish, frame slaughter-house:
Fire Association \$100
Hamburg-Madgeburg . . . 500
19. Spokane, fr dwg and furni:
London Assurance \$4480
20. Spokane, dwg:
Phoenix, London \$4000
12. Spokane, dwg and contents:
Caldeonian \$853
12. Seattle, dwg and contents:
Continental \$350
9. Sydney, general fire:
Hamburg-Madgeburg . . . \$2299
Royal 974
National, Hartford . . . 1000
26. Spokane, stock, cigars:
Orient \$200
30. Seattle, conts fr dwg:
Westchester \$800
12. Seattle, steamer:
Imperial \$2800
3. Seattle, fr dwg and conts:
German-America \$525
16. Spokane, dwg:
Transatlantic \$450
20. Spokane, fr dwg:
Palatine \$1125
14. Seattle, fr saw mill:
Liver'l & Lon. & Globe . . \$7000
15. South Bend, bldg, machinery and lumber:
Palatine \$2500
American Central 2000
11. Seattle, fr store bldg:
Springfield \$350
20. Seattle, fr dwg:
Norwich Union \$500
- Seattle, conts fr dwg:
Liver'l & Lon. & Globe . . \$700
- Seattle, br store bldg and mdse:
Liver'l & Lon. & Globe . . \$1850
- Spokane, fr dwg:
Alliance \$550
11. Spokane, fr dwg:
Phoenix, Hartford \$1000
24. Spokane co., fr dwg & barn:
Phenix, Br. \$400
7. Seattle, fr dwg:
Phoenix, Hartford \$620
4. (July) Spokane, fr mill bldg:
United Firemans \$500
14. Tacoma, stock of clothing:
Lancashire \$435
- Tacoma, brewery:
Hartford \$500
1. Tacoma, fr dwg:
Home, N. Y. \$1000
9. Tacoma, fr bldg:
Northern Assurance . . . \$1000
9. Tacoma, dwg:
Transatlantic \$750
9. Whitman co., fr barn:
Manchester \$500
11. Walla Walla, fr dwg:
Firemans Fund \$1125
Westchester 1000
17. Walla Walla, fr dwg:
Springfield \$700
17. Whitman co., blg and grain:
Palatine \$2,340
20. Waitsburgh, fr dwg and contents:
Phoenix, Hartford \$1600
17. New Whatcom, steamer:
Transatlantic \$742
1. New Whatcom, fr dwg:
North British \$700
28. Whatcom co., saw mill:
Manchester \$600
14. (Aug) Whatcom, lumber:
Phoenix London \$400
14. Yakima co., hops and bldg:
Caledonian \$800
Palatine 800
Phenix, Brooklyn 200
1. Ballard, wet log saw mill:
Fireman's Fund \$121
Hartford 100
Phenix, Brooklyn 1000
Northern Assurance . . . 169
London & Lancashire . . 169
Norwich Union 194
5. Ballard, bldg and mdse:
Palatine \$800
National, Hartford 150
20. Blaine, fr dwg:
Westchester \$500
13. Centralia, dwg:
American, N. Y. 400
1. Davenport, fr barn:
Home, N. Y. \$525
19. Ellensburg, stores & mdse:
Phoenix, Hartford \$866
Union, London 800
Connecticut 1000
Royal Exchange 3000
Springfield 100
Fireman's Fund 400
2. Fall City, store and dwg and contents:
Manufact's & Builders . . \$1885
Manchester 1087
3. King co., fr dwg and hhd furni:
American, Pa \$850
29. (Aug) Palouse, fr grain shed
Palatine \$500
1. Palouse, frelevator and ware-house:
Alliance \$5000
Orient 1500
17. Port Townsend, dwg and conts:
Fireman's Fund \$450
31. (Aug) Port Townsend, fr dwg:
Scottish Union \$290
Small losses \$ 6000
Total Washington \$82,504
- OREGON.
27. Alba, gen'l mdse:
Firemans Fund \$1200
Springfield 800
4. Ashland, fr blgs & mdse:
Firemans Fund \$1300
Phoenix, London 600
Scottish Union 500
Aetna 385
Sun, S. F. 385
1. Clackamas co., hop kiln:
German-American \$437
19. Linn co., dwg and conts:
Sun, London \$1000
9. Baker co., fr saw mill and lumber:
Alliance \$200
Palatine 125
Caledonian 110
Manchester 110
Northern 655
Firemans Fund 175
3. Oregon City, mdse:
Sun, S. F. \$1000
3. Monmouth, fr dwg:
Firemans Fund \$450
24. Oswego, drugs:
Phoenix, London \$1000
23. La Grande, fr dwg:
Caledonian \$400
31. (Aug) Nehalem, fr blg and mdse:
Svea \$1000
24. Union co., fr dwg & conts:
American, Pa. \$1000
8. Portland, cord wood & lum'r:
Commercial Union \$1400
Continental 250
23. Portland, Chinese mdse:
Manchester \$150
28. (Aug) Portland, fr dwg:
Northern \$404

| | |
|---|---------|
| Pendleton, fr dwg and contents: | |
| .Etna | \$625 |
| .Portland, dwg and hhdld furni: | |
| .Etna | \$1200 |
| .Portland, mdse: | |
| Prussian National | \$100 |
| 13. Pilot Rock, dwg: | |
| Fireman's Fund | \$200 |
| 13. The Dalles, frame slaughter house, etc: | |
| Fire Association | \$1318 |
| 28. Portland, fr salmon warehouse: | |
| Alliance | \$223 |
| 23. East Portland, elevator, wheat, etc: | |
| Fire Association | \$5,000 |
| Continental | 2,500 |
| London & Lancashire | 10,000 |
| .Etna | 5,000 |
| North Br. & Mercantile | 1,000 |
| Phenix, Brooklyn | 7,500 |
| Manufacturers & B'lders | 2,500 |
| N. Y. Underwriters | 5,000 |
| American, Pa. | 10,000 |
| Pennsylvania | 2,000 |
| Svea | 2,000 |
| Phenix, Br | 7,500 |
| Northern | 6,500 |
| Phoenix, London | 1,000 |
| Providence-Washington | 1,000 |
| Home Mutual | 1,500 |
| New Zealand | 1,500 |
| Commercial Union | 10,000 |
| Hamburg-Magdeburg | 7,500 |
| Prussian National | 2,000 |
| Royal | 11,500 |
| Norwich Union | 11,500 |
| Home, New York | 5,000 |
| American Central | 3,500 |
| Delaware | 3,500 |
| Manchester | 8,250 |
| Caledonian | 13,000 |
| American, N. J. | 2,500 |
| Sun. S. F. | 3,000 |
| Scottish Union & Nat | 3,750 |
| Orient | 3,500 |
| Alliance | 2,500 |
| Insurance Co. of N. A. | 7,000 |
| Helvetia Swiss | 5,000 |
| Baloise | 1,500 |
| Union, London | 5,000 |
| National, Ireland | 1,500 |
| Lancashire | 12,500 |
| Teutonia | 2,500 |
| Agricultural | 2,500 |
| American, N. Y. | 4,770 |
| British America | 4,770 |
| Western, Toronto | 6,360 |
| Springfield | 9,000 |
| Transatlantic | 5,000 |
| North German | 1,500 |

| | |
|---------------------------------|-----------|
| Firemans Fund | 7,000 |
| Scottish Alliance | 4,000 |
| Rhode Island Ass'n | 4,000 |
| Ins. Co. State of Penn. | 3,500 |
| Westchester | 2,500 |
| Patriotic | 2,500 |
| Palatine | 13,750 |
| Hamburg-Bremen | 2,500 |
| Niagara | 2,500 |
| Hartford | 11,750 |
| Hanover | 5,000 |
| Sun Insurance Office | 7,500 |
| Lion | 3,000 |
| Imperial | 5,000 |
| Total | \$305,980 |
| Small losses | \$1848 |
| Total Oregon | \$326,228 |

BRITISH COLUMBIA.

| | |
|---|-------|
| 31. (Aug) New Westminster, fr dwg and barn: | |
| Phenix, Br. | \$300 |
| Victoria, fr dwgs: | |
| Hartford | \$500 |
| 16. Victoria, dwg: | |
| .Etna | \$120 |

HAWAII.

| | |
|-----------------------|-------|
| 8. Papai Kou, fr dwg: | |
| Caledonian | \$500 |

IDAHO.

| | |
|---------------------------------|--------|
| 3. Fremont co., fr dwg & barn: | |
| Phenix, Br. | \$2000 |
| Continental | 750 |
| 17. Pocatella, dwg: | |
| National, Hartford | \$2223 |
| 19. Latah co., fr dwg and barn: | |
| Phenix, Br. | \$350 |
| 8. Bingham co., farm property: | |
| Continental | \$100 |
| Pocatella, fr bldg: | |
| Lion | \$1165 |
| 28. Fremont co., farm property: | |
| Continental | \$1860 |
| Total Idaho | \$8448 |

UTAH.

| | |
|-------------------------------------|--------|
| 4. Salt Lake, stock, jewelery: | |
| Ins. Co. of North America | \$219 |
| Prussian National | 223 |
| 4. Salt Lake, br and fr bldg: | |
| German-American | \$267 |
| 2. Ogden, store, bldg: | |
| Sun, London | \$1435 |
| 30. (Aug) Salt Lake, hhdld furni: | |
| Hanover | \$732 |
| 3. (Aug) Ogden, fr warehouse: | |
| Germania, N. Y. | \$500 |

| | |
|--|--------|
| 11. American Fork, photograph gallery: | |
| German-American | \$294 |
| 17. Webber co., farm property: | |
| Continental | \$1000 |
| 18. Utah co., farm property: | |
| Continental | \$700 |
| 4. Salt Lake, boots and shoes: | |
| London Assurance | \$473 |
| Palatine | 186 |
| 24. Salt Lake co., barn, hay, etc: | |
| American, Pa. | \$500 |
| 7. Ogden, fr dwg and contents: | |
| London & Lancashire | \$1000 |
| — Salt Lake, ice house: | |
| Hartford | \$500 |
| Small losses | \$700 |
| Total Utah | \$8227 |

MONTANA.

| | |
|-----------------------------------|--------|
| 9. (July) Victor, barn: | |
| New Zealand | \$200 |
| — (July) Belgrade, bldg and mdse: | |
| New Zealand | \$725 |
| — Missoula, fr dwg and barn: | |
| Alliance | \$500 |
| 8. Missoula, hhdld furni: | |
| .Etna | \$225 |
| 18. Missoula co., farm property: | |
| Continental | \$200 |
| 17. Butte City, dwg: | |
| Franklin | \$500 |
| Total Montana | \$2350 |

COLORADO.

| | |
|---------------------------------------|--------|
| 7. (Aug) Pueblo, wholesale grocery: | |
| Atlas | \$3600 |
| 18. Montrose, mdse and furni: | |
| Prussian National | \$500 |
| 1. Grand Junction, laundry machinery: | |
| National, Hartford | \$1113 |
| 13. Leadville, hhdld furni: | |
| Manchester | \$500 |
| 4. Aspen, fr dwg: | |
| Scottish Union | \$855 |
| Total Colorado | \$6568 |

NEVADA.

| | |
|-----------------------------------|--------|
| 17. Douglas co., fr dwg and barn: | |
| Phenix, Br | \$1340 |
| 26. Reno, fr dwg: | |
| Connecticut | \$1000 |

ARIZONA.

7. Phoenix, fr warehouse:
London & Lancashire . . . \$500

*

NEW MEXICO.

28. (July) Albuquerque, br store
building:
Royal \$493
Total outside territory . . \$439,078

CALIFORNIA.

3. Angels Camp, general fire:
Palatine \$2000
Connecticut 1000
British America 1360
Liver'l & Lon. & Globe . . 1800
Home Mutual 1550
Queen 2500
Royal Exchange 2500
Commercial Union 240
Total \$12,930
23. Auburn, fr blg:
London Assurance . . . \$150
15. Anderson, conts dwg:
Firemans Fund \$200
5. Amador co., farm property:
Continental \$1100
Aetna 1200
20. Amador co., dwg and conts:
Firemans Fund \$1300
22. Butte co., farm property:
Continental \$450
30. (Aug) Berkeley, dwg:
Firemans Fund \$1100
4. Baden, fr dwg and barn:
German-American . . . \$382
13. Bakersfield, fr dwg & conts:
Norwich Union \$715
6. Blacks, fr bldg, saloon, mdse:
Springfield \$500
Prussian National 700
Alliance 1475
15. Contra Costa co.
Springfield \$275
6. Colusa co., hay in field:
Manchester \$158
6. Colusa co., fr barn:
Caledonian \$800
11. Colusa, fr dwg:
Lion \$911
15. Colusa co. (Princeton) frame
barn and conts:
Imperial \$2957
24. Colusa, fr dwg and furni:
National, Hartford . . . \$1034
18. Elmhurst, fr barn:
Guardian \$230

4. Fresno, fr dwg and conts:
Caledonian \$298
23. (Aug) Bidwell, fr stable:
Palatine \$800
5. Fresno co., hhd furni and
horses:
Phenix, Br. \$393
7. Contra Costa co., barn:
Home Mutual \$482
1. Chico, dwg and conts:
North German \$151
22. Chico, fr hotel:
Commercial Union \$ 930
Sun, London 1544
London & Lancashire . . . 500
Prussian National 1000
29. Chico, dwg:
Franklin \$2000
Williamsburg City 1500
17. Fresno co., dwg and furni:
Phenix, Br. \$452
8. Greenwood, barley and ware-
house:
Manchester \$1345
Atlas 1768
German-American 2250
Hartford 2635
Phoenix, Hartford 2000
Home, N. Y. 2000
North British 2551
Queen 1324
Phenix, Br. 622
American, N. Y. 207
Total \$16,493
- Farmount, gen'l mdse:
Hartford \$1200
28. Folsom, dwg and conts:
Palatine \$499
Hartford 700
10. Dunham, dwg and conts:
Atlas \$500
28. Fresno co., fr dwg and barn:
Phenix, Br. \$935
- Hanford, fr dwg:
Hartford \$450
13. Grass Valley, dwg and furn:
Ins. Co. of North America \$241
19. Fresno, fr dwg:
Royal \$491
25. (Aug) Gurneyville, fr dwg
and saloon:
Norwich Union \$900
5. Fresno co., dwg:
Phoenix, Hartford \$260
19. Fresno, fr dwg:
Agricultural \$150
8. Glenn co., dwg, etc.:
New Zealand \$680
17. Kern co., farm property:
Continental \$490

8. Harbin Springs, fr bldgs:
Firemans Fund \$1010
6. Grass Valley, dwg:
Home Mutual \$240
22. Hanford, dwg:
Franklin \$510
8. Larkspur, Marin co., hotel:
Prussian National \$2000
Commercial Union 5000
Springfield 1000
Palatine 7185
Union, London 2500
American, N. Y. 1491
British America 1491
Westchester 500
Phoenix, London 4000
Transatlantic 1000
Fire Association 2473
Western, Toronto 1500
Queen 2500
Total \$32,640
17. Larkspur, hhd furni:
Continental \$850
25. Lincoln, fr store bldg and
blacksmith shop:
Liver'l & Lon. & Globe . . \$300
American, N. Y. 700
29. (Aug) Lake co., dwg:
Transatlantic \$320
31. (Aug) Lancaster, hay:
Firemans Fund \$190
28. Los Gatos, college barn:
Westchester \$1725
5. Lockford, fr dwg:
Commercial Union \$1300
27. Lassen co., fr dwg and barn:
Phenix, Br. \$3000
28. Lakeview, storage bldg:
Atlas \$116
28. Los Gatos, stock furni:
Prussian National \$100
26. Los Angeles, fr barn:
London & Lancashire . . . \$500
7. Los Angeles, fr dwg:
Home Mutual \$2500
1. Los Angeles, fr dwg and furn:
Connecticut \$930
15. Los Angeles, hhd furni:
London & Lancashire . . . \$545
- Los Angeles, fr dwg:
Hartford \$1000
12. Los Angeles, fr dwg:
Firemans Fund \$500
10. Los Angeles, hhd furni:
Palatine \$451
16. Los Angeles, mdse:
Phoenix, London \$600
20. Los Angeles, hhd furni:
Phoenix, London \$500

26. Los Angeles, dwg:
Western, Toronto . . . \$100
15. Los Angeles, fr and br bldg:
Northwestern National . . \$500
13. Los Angeles, fr dwg:
Firemans Fund . . . \$600
31. (Aug) Los Angeles, furni:
New Zealand . . . \$487
17. Los Angeles, fr barn:
N. British and Mercantile . \$150
17. Los Angeles, fr dwgs and
conts:
London & Lancashire . . \$4350
Westchester . . . 250
16. Los Angeles, hhd furni:
Palatine . . . \$426
31. (Aug) Los Angeles, fr dwg:
London & Lancashire . . \$201
23. Los Angeles, conts fr dwg:
Westchester . . . \$300
16. Los Angeles, groceries:
Phoenix, Hartford . . . \$675
5. Maxwell, Colusa co., fr dwg:
Sun, London . . . \$425
20. Martinez, millinery store &
restaurant:
North German . . . \$516
4. Marin co., asylum bldgs:
Caledonian . . . \$625
Firemans Fund . . . 250
20. Merced co., dwg and barn:
Phoenix, Br. . . . \$374
19. Modock co., barn, hay, etc.:
Phenix, Br. . . . \$930
24. (Aug) Mendocino co., fr sa-
loon:
Northern, London . . . \$700
24. Martinez, hhd furni:
American Central . . . \$400
13. Merced, packing house and
contents:
Liver'l & Lon. & Globe . \$1000
12. Merced, barn:
Ins. Co. of N. A. . . . \$182
13. Merced, fr barn:
London & Lancashire . . \$400
30. Monterey, dwg, etc:
Providence, Washington . \$2000
27. Mission, San Jose, gen fire:
Fireman's Fund . . . \$1480
Springfield . . . 500
Home Mutual . . . 4000
London & Lancashire . . 2000
Prussian National . . . 1000
Commercial Union . . . 1800
Milwaukee Mechanics . . 500
Sun, S. F . . . 750
Ætina . . . 1000
German-American . . . 2401
- Total . . . \$15,431
22. Mendocino co., farm prop-
erty:
Continental . . . \$150
17. Marysville, fr dwg:
Commercial Union . . . \$120
- , Merced, hay in barn:
Hartford . . . \$150
23. Napa co, fr bldgs:
Palatine . . . \$4000
13. Oakland, fr dwg:
Commercial Union . . . \$150
5. Oroville, bldg:
New Zealand . . . \$209
3. Oakdale, gen fire:
Norwich Union . . . \$142
Hanover . . . 125
Imperial . . . 1643
18. Oakland, dwg:
National Hartford . . . \$650
23. Oakland, br college bldg:
Commercial Union . . \$15,000
Liver'l & Lon. & Globe . 5,000
- Total . . . \$20,000
12. Oakland, furni and dwg:
Fireman's Fund . . . \$500
23. Oakland, br bldg:
Fireman's Fund . . . \$300
20. Pomona, dwg and conts:
Fireman's Fund . . . \$305
8. Penryn, fr dwg:
Phenix, Hartford . . . \$728
3. Riverside, gen fire:
National, Hartford . . \$107
Ætina . . . 937
Commercial Union . . . 490
Northern . . . 820
Liver'l & Lon. & Globe . 1320
Hartford . . . 1750
Fireman's Fund . . . 468
26. Riverside, fr dwg and conts:
Fire Association . . . \$3000
19. (May) Rocklin, gen mdse:
Norwich Union . . . \$1142
1. Red Bluff, fr dwg:
Commercial Union . . . \$2000
8. Red Bluff, fr dwg and conts:
London & Lancashire . . \$150
21. Red Bluff, dwg and barn:
Phenix, Brooklyn . . . \$315
Scottish Union . . . 200
23. Red Bluff, wearing apparel,
etc.:
Northern Assurance . . \$400
27. Red Bluff, fr dwg and furni:
Phenix, Br . . . \$1240
18. Santa Rosa, fr barn:
Home, N. Y . . . \$200
19. Sonoma co., fr dwg and conts
Home, N. Y. . . . \$1778
31. (Aug) Selma, fr dwg and
tank house:
American, Pa. . . . \$1000
21. Selma, dwg and conts:
Firemans Fund . . . \$870
29. (Aug) San Pedro, fr bldg:
Palatine . . . \$252
11. Selma, fr barn:
Phoenix, Hartford . . . \$174
8. San Lorenzo, fr dwg:
Commercial Union . . . \$120
18. Santa Cruz co., br dwg and
furni:
Phenix, Br. . . . \$775
Scottish Union . . . 353
24. Santa Clara co., bldg:
Home Mutual . . . \$500
25. Sissons, dwg and conts:
Firemans Fund . . . \$1400
9. San Bernardino, fr dwg:
Northwestern National . \$895
3. San Bernardino, fr dwg:
Connecticut . . . \$1000
2. San Bernardino, fr bldg:
St. Paul . . . \$369
Lancashire . . . 369
Agricultural . . . 600
26. San Bernardino, fr dwg:
Hamburg-Magdeburg . \$1750
Liver'l & Lon. & Globe . 190
22. San Bernardino, barn, dwg
and furni:
Queen . . . \$2200
Phenix, Br. . . . 400
2. San Anselmo, fr dwg:
Palatine . . . \$770
1. Siskiyou co., fr barn and hay:
Phenix, Br. . . . \$1000
25. Santa Clara, dwg and hhd
furni:
Transatlantic . . . \$1700
2. Santa Clara co., fr dwg:
London & Lancashire . . \$350
16. Sonoma co., conts of barn:
London & Lancashire . . \$525
12. Sonoma co., fr dwg and barn:
Phenix, Br. . . . \$400
11. San Joaquin co., fr dwg and
saloon:
London & Lancashire . . \$1700
10. San Luis Obispo, fr hotel:
Alliance . . . \$1000
8. Stanislaus co., fr property:
Continental . . . \$4200
26. (Aug) San Jose, leather fac-
tory:
Palatine . . . \$700
18. San Jose, hay:
American, N. Y. . . . \$150

| | | |
|-----------------------------------|----------------------------------|----------------------------------|
| 22. San Jose, gen fire: | 22. Willows, hay: | 13. General fire, fr bldgs, hay, |
| Fire Association \$ 343 | Orient \$200 | warehouse: |
| National, Hartford 1497 | 26. Willows, hay: | Baloise \$1000 |
| Prussian National 750 | Scottish Union \$1090 | Helvetia 2000 |
| Ins. Co. of N. A 2000 | 23. Willows, fr barn: | Union, London 484 |
| Alliance 1269 | Caledonian \$350 | Palatine 2306 |
| Continental 1200 | 1. Weaverville, fr dwg and con- | Phoenix, London 500 |
| Westchester 350 | tents: | London Assurance 1000 |
| Franklin 1112 | German American \$643 | Northwestern National . . 500 |
| Williamsburg City 550 | 26. Woodland, fr dwg: | Queen 2864 |
| Hartford 1200 | Phoenix, Hartford \$350 | National, Hartford 500 |
| Total \$10,211 | 19. Washington, hhld furni and | Lion 500 |
| 8. (Aug) San Jose, fr pottery: | groceries: | Imperial 2000 |
| Norwich Union \$1000 | Caledonian \$600 | Sun, London 500 |
| 28. San Jose, fr bldg: | Manchester 600 | Hanover 1583 |
| Imperial \$834 | 7. Near Walnut Creek, hay: | United Firemans 313 |
| — Near San Jose, fr dwg: | Springfield \$150 | Firemans, Baltimore . . . 485 |
| Alliance \$400 | 16. Watsonville, dried fruit: | Transatlantic 5000 |
| 17. Santa Rosa, millinery goods: | Delaware \$400 | Magdeburg 484 |
| Continental \$350 | 2. Yolo co, fr dwg and barn: | Firemans Fund 250 |
| 18. Santa Rosa, fr barn: | Phenix, Br \$792 | Connecticut 1795 |
| Phenix, Hartford \$200 | 17. Yolo co., hop kiln: | Phoenix, Hartford 1250 |
| 23. Sacramento, fr hop wareh'e: | Orient \$1000 | Norwich Union 600 |
| Alliance \$4000 | Scottish Union 1000 | Royal 2066 |
| Atlas 920 | Small losses \$18,000 | Svea 500 |
| 14. Sacramento, hop kiln & hops | Total California, | Prussian National 123 |
| Caledonian \$345 | S. F. excepted . \$275,980 | Westchester 630 |
| Manchester 848 | * | Total \$29,143 |
| 16. Sacramento, hops: | SAN FRANCISCO. | 8. Dwg and barn: |
| Transatlantic \$600 | 3. Br bldg: | Springfield \$1000 |
| 11. Sacramento, fr dwg and con- | American Central \$356 | 7. Fr Dwg: |
| tents: | 3. Br bldg and josses, etc.: | Royal Exchange \$630 |
| Liver'l & Lon. & Globe . . \$3750 | Phenix, Br \$265 | 12. Fr dwg and conts: |
| 25. Sacramento, fr dwg and hhld | Atlas 745 | Fireman's Fund \$1314 |
| furni: | Transatlantic 210 | 10. Furni and fixtures: |
| Phenix, Br \$1000 | 3. Hhld furni: | Commercial Union \$390 |
| 18. Sacramento, fr dwg: | Phenix, Br \$250 | — Fr clothing store: |
| Commercial Union \$100 | 6. Hhld furni: | Alliance \$1250 |
| 23. Stockton, fr dwg: | Delaware \$104 | 24. Dwg and contents: |
| Caledonian \$400 | 4. Fr dwg: | Continental \$1000 |
| 17. (Aug) Stockton, fr livery | Phenix, Br \$603 | 10. Wearing apparel: |
| stable: | 31. (Aug) Br bldg: | Fire Association \$375 |
| Farragut \$412 | Firemans Fund \$294 | 10. Fr bldg: |
| 3. Tulare, fr hospital: | 3. Fr dwgs and furni: | Phenix, Br \$132 |
| Liver'l & Lon. & Globe . . \$4000 | Liver'l & Lon. & Globe . . \$491 | American, Pa \$132 |
| 13. Tulare, fr dwg and furni: | 3. Br bldg: | 16. Dwg and barn: |
| Phoenix, Hartford \$1000 | Etna \$268 | Fireman's Fund \$150 |
| 2. Tulare, fr barn: | 6. Mdse: | 16. Fr bldgs: |
| Springfield \$100 | Prussian National \$312 | Northern Assurance . . . \$590 |
| 22. Vallejo, fr flour mill: | 6. Br bldg: | London Assurance 199 |
| Magdeburg \$248 | Helvetia \$500 | 17. Fr bldgs, saloon, etc.: |
| Liver'l & Lon. & Globe . . 264 | 31. (Aug) Br and stone bldg: | North British \$1500 |
| Palatine 264 | Palatine \$245 | Aachen & Munich 893 |
| Norwich Union 198 | 1. Stock of furni: | 16. Fr bldg: |
| 15. Vallejo, fr livery stable: | Union, London \$250 | London & Lancashire . . \$1000 |
| Home, N. Y. \$175 | 11. Fr building: | 15. Fr dwg and conts: |
| 3. Visalia, dwg: | Palatine \$125 | Liver'l & Lon. and Globe . \$130 |
| Firemans Fund \$425 | | 16. Fr dwg: |
| 19. Willows, fr dwg: | | Royal Exchange \$1100 |
| Connecticut \$445 | | 27. Bldg: |
| | | Prussian National \$250 |

| | | | | | |
|------------------------------|-------|--------------------------|--------|----------------------------|-------------|
| 23. Lumber yard: | | 17. Fr dwgs: | | 29. Mdse in br store-bldg: | |
| Royal Exchange | \$500 | Sun. London | \$583 | Liver'l & Lon. & Globe . | \$1380 |
| Prussian National | 110 | | | Royal Exchange | 500 |
| London and Lancashire . . . | 300 | 15. Stores and dwgs: | | 17. Fr saloon: | |
| Western, Toronto | 250 | North German | \$1336 | Germania | \$1642 |
| North British | 110 | 17. Fr bldg: | | Small losses | \$3,000 |
| Continental | 225 | Sun. London | \$3000 | Total San Francisco . | \$61,305 |
| Fireman's Fund | 250 | 17. Furni in dwg: | | Total California . . . | \$337,285 |
| 23. Dwgs, barn and conts: | | Fireman's Fund | \$475 | Total Pacific Coast . | \$776,363 |
| Fireman's Fund | \$650 | 27. Conts of dwg: | | Total to date, 1894 . . | \$4,117,078 |
| London Assurance | 190 | North German | \$193 | Total to date, 1893 . . | 4,332,056 |
| Northern Assurance | 250 | 29. Fr dwg and furni: | | | |
| North German | 123 | Fireman's, Baltimore . . | \$100 | | |

Monthly Coast Fire Losses.

| Month | 1891 | 1893 | 1892 |
|---------------------|-------------|-------------|-------------|
| January | \$406,024 | \$367,760 | \$229,442 |
| February | 491,475 | 277,968 | 263,543 |
| March | 381,308 | 340,866 | 212,214 |
| First quarter . . . | \$1,278,807 | \$986,594 | \$705,199 |
| April | 459,131 | 392,633 | 257,980 |
| May | 327,783 | 357,970 | 491,268 |
| June | 302,175 | 454,257 | 753,033 |
| Second quarter . | \$1,089,089 | \$1,204,860 | \$1,502,281 |
| First six months | \$2,367,896 | \$2,191,454 | \$2,207,480 |
| July | 430,263 | 968,579 | 869,366 |
| August | 542,056 | 646,829 | 683,192 |
| Sept. | 776,863 | 525,194 | 373,624 |
| Third quarter . . | \$1,749,182 | \$2,140,602 | \$1,926,182 |

Portland's Big Fire.

At 4:30 P. M. of September 23 fire broke out in the dock of the Pacific Coast Elevator Company in East Portland, Or., and raged for several hours. It is roughly estimated that \$600,000 worth of property was destroyed. The burned property included the wheat elevator, warehouse and contents, wharves, sixty freight-cars loaded with wheat, the river steamer Willamette Chief, an entire train loaded with an electric company's plant, 1500 tons of wool and other goods and 12,000 cases of salmon on the docks, and 2,500 tons of coal.

The fire is reported as being caused by the spontaneous combustion of coal in the coal-bunkers.

The Willamette Chief was set on fire by a burning barge blown across the river. The fireboat is said to have done as good service as possible under the circumstances.

Writing of an exhibition fire drill in Sydney the reporter says: "Premier Reid especially admired the fine cattle of the brigade."

Well, it's plain the Antipodeans don't attach exactly the same meaning to that word cattle that we do.

A Musty Joke.

California weeklies and foreign insurance papers are reprinting that quarter of a century old yarn about the man who bought 1,000 cigars, insured them, smoked them, and presented a claim against the insurance company, on the ground that they had been destroyed by fire. Funny and altogether probable story, isn't it? It is gravely alleged that the insurance company prevailed upon him not to bring suit, by threatening to cause his arrest on a charge of incendiarism. That is the old, moss-covered story. The Deutsche-Tabak-Zeitung prints a new version, in which a "Solomonic court" decided in favor of the plaintiff cigar burner. When the defendant insurance company brought action against the smoker-joker and charged him with incendiarism, "this same wise court," according to the German version, condemned the smoker to three months' imprisonment. It can be said for the old story that as a joke it was at least within the bounds of possibility. We hope this old and feeble story will be allowed another 20 years Rip Van Winkle slumber, but we fear that the Wasp of San Francisco or Truth of New York will revive the poor thing and give it a new lease of life as an original funny-graph.

ANOTHER "BIGGEST."—Editor Coast Review: In your enumeration of the biggest things in the world, all to be found within the limits of this blessed country—see September C. R.—you overlooked the fact that we have the biggest fossils, too. Permit me to add that I think some of these fossils are in the insurance business.

PROGRESS.

Petaluma Relief Association.

Insurance Commissioner Higgins has asked for a restraining order in the case of the Mutual Relief Association of Petaluma, which is doing business without the authority of the insurance department. The association contends that it does not do an insurance business, since it promises to give merely the proceeds of a collection, and not any specified sum. All the old style assessment contracts agreed to pay a sum "not exceeding" a specified amount, but this is the first time we ever heard of an assessment company refusing to comply with the law on that account. It is just possible that the Petaluma Mutual Relief Association cannot comply with the insurance law because it cannot put up the required deposit of \$5,000 for the protection of certificate-holders. It would be a great relief to all the members of the Relief if it could and would.

The Mutual Fire of New York.

INCREASING LOSS AND EXPENSE RATIOS—DECLINING SURPLUS—ALLEGED SCRIP DIVIDENDS.

This mutual fire insurance company continues in business under a new management, although when Boss Armstrong stepped down and out, after a disastrous year, the general opinion was that the little company would wind up its little affairs and throw the ball away. The remaining office-holders, however, preferred regular salaries to the cold world; and the advance-premium capitalists not objecting, the organization was preserved, and new business was solicited at the old stand on the old fire-tried and nigh-busted plan. Having by a brilliant *coup* succeeded in unloading all its old risks on the broad shoulders of an English office, much to the subsequent dissatisfaction of the Englishman, the Mutual Fire was able to start out with a clean balance-sheet though with a reduced surplus.

That piece of good fortune for the American and bad fortune for the Englishman was not long ago, but already there are black storm-clouds in the horizon of the Mutual Fire of New York. The ratio of losses to premiums last year, on increasing business, was 85.3 per cent. Allowing for unearned premiums, the actual loss ratio was about 90. Here, within two years, is the serious result of the Mutual Fire's fine plan of inspection, selection and protection.

EXPERIENCE OF THE COMPANY.

In 1891 the loss ratio of the Mutual Fire was 138 per cent. of the premiums! Is it any won-

der that the president and manager reinsured and retired. He had had enough of the Mutual Fire and its "plan" of insurance, and he has not engaged in the business since. Next year, after starting with new business and a clean slate the loss ratio was 36 per cent. This was not much to brag of on a new business, but the following year's experience of 85.3 per cent. loss ratio let the cat out of the bag. It was a wildcat.

The expense ratio, too, has been ascending the stairs which lead to the court of bankruptcy. The surplus funds are eagles with wings. They are flying from home, and we don't believe any of them will return this year. Here is a sample of their desertion:

SURPLUS FUNDS.

| <i>Year Ending.</i> | <i>Net Surplus.</i> |
|-----------------------------|---------------------|
| December 31, 1890 | \$650,902 |
| December 31, 1891 | 607,007 |
| December 31, 1892 | 473,291 |
| December 31, 1893 | 413,975 |

What is the present condition of the Mutual Fire Ins. Co. of New York. Its policyholders should find out. The steady decline in surplus, in view of the character of the company's business, its experimental nature, and the black eye given it in 1891, is ominous for the future. Policyholders will readily believe that if the company makes a better showing now than on January 1, the managers would print a semi-annual statement.

The policyholders should bear in mind two very important facts in the consideration of the Mutual Fire's condition: the company can never again hope to secure a solvent reinsurer, and it is still pursuing the same plans which gave it a loss ratio of 138 per cent. The writing of Jumbo risks is of itself a great Jumbo risk. A very few \$50,000 fires in a field which produces few \$50,000 risks may quickly wipe out the surplus funds of this company.

THE RECORD AT HOME.

In New York, where the Mutual Fire is best known, the amount written is fast falling off, as follows:

| | |
|----------------|--------------|
| 1891 | \$87,389,874 |
| 1892 | 31,526,958 |
| 1893 | 25,130,350 |

It is evident from these figures that confidence in the Mutual Fire has not been restored in New York. Property-owners in that state are familiar with the unlucky experience of the English reinsurer, and seemingly they are not hopeful of the ability of the Mutual Fire to find another reinsurer should

the Jumbo business again become too heavy for it to carry.

CUT RATES MEAN CUT CLAIMS.

This assertion is especially true when applied to mutuals. The older Californians know something of the record of the California Farmers Mutual as a claim-cutter. So far as we know the Mutual Fire has paid its claims in full in this field, but it must be judged by the company it keeps, or by the class to which it belongs.

UNPAID LOSSES.

In 1893 the little Mutual Fire had the unenviable distinction of having more resisted losses than any other New York company. This year the record in this respect is better. The unpaid losses on January 1, 1893, were \$136,000; on January 1, 1894, they were \$134,674.

IT IS A MUTUAL.

The Mutual Fire of New York is—well, it is a mutual, and that is not well. It has advanced premiums of \$242,037, which sum is treated as capital stock; but in stock companies the stock is clear gain and security to the policyholders, to be wholly absorbed to pay losses if need be. If these advanced premiums carry no special liability to the advanced, independently of a liability to the other policyholders, then they are not premiums.

The liability of the policyholders of this peculiar mutual fire office has never been judicially determined, and never will unless a receiver should be appointed. It is only fair to assume, whatever paid attorneys may say, that some liability does attach to the members of the Mutual Fire of New York as well as to less pretentious mutuals. Mutual benefits always imply mutual obligations.

MUTUAL IN NAME AND IN FACT.

The New York insurance department treats the Mutual Fire as a mutual, and tabulates its report among the New York mutuals, though the company persists in claiming that it is not a mutual. The managers have reason to fear the general distrust in mutuals, founded on a black record of compromised claims, failures, and expensive suits brought against members. If the Mutual Fire of New York is not a mutual, why don't the managers change its name?

COURT DECISIONS.

In *Lawler v. Murphy* the supreme court of Connecticut held that individual members of an incorporated association are individually

liable for contracts made in the name of the association, without regard to whether they so intended or so understood the law or not, and even if the other party contracted in form with the association, and was ignorant of the names of the individual members.

In *Lycoming Fire Ins. Co. v. Batchelder*, the supreme court of Vermont held that where notes are given they become payable after default in the payment of an assessment, and the directors may "sue for and recover the whole amount" of a note.

The Michigan supreme court has several times decided that a member of a mutual fire insurance company can not avoid his liability on accrued losses by cancellation of his policy. The Pennsylvania supreme court has ruled that the receiver of a mutual may recover from its policyholders for all unadjusted losses as well as for the adjusted losses during the life of the policy.

Whoever becomes a policyholder in a fire mutual, it is clear, assumes liabilities which are not hinted at in the policy or certificate.

SCRIP DIVIDENDS.

This is one of the inducements offered to property-holders to become policyholders. We have heard of the purchase of some of this scrip by officers of the company, but we have never seen any printed list of policyholders for whom such scrip was cashed. Have you? Do you know of any California policyholder whose scrip has been redeemed? Here is the form of this scrip:

CERTIFICATE OF PROFIT.

MUTUAL FIRE INSURANCE COMPANY OF THE CITY OF NEW YORK.

No. ——— § ———

This is to certify that ——— are entitled to ——— of the net profits of the Mutual Fire Insurance Company of the City of New York, subject to the rights of the company under the charter, and all demands in its favor, and will receive annually, on the first Tuesday in February, such part of the accruing interest as by the company may be deemed equitable, not exceeding six per cent. on the said sum, which interest shall cease on public notice of redemption, whether called for or not.

The amount hereby represented is transferable only on the books of the company by the said ——— or their attorneys, on the surrender of this certificate, and subject to regulation prescribed by the by-laws.

Declared ——— on premiums marked off risk during the ——— months ending ———, and subject to any future losses and expenses of the company until redeemed, and to be reduced by the Board of Trustees in case of losses and expenses in any sub-

sequent years exceeding the estimated profit of that year.

A shining bait for gudgeons, this scrip, subject to unknown by-laws and "future losses and expenses." Who bids for some of this scrip? Who will lend money on it?

THE CHARTER.

The charter of the company says: "The board of trustees are *authorized* to divide among the insured the whole or any part of the profits of the business; such dividends shall be made only in scrip, which scrip may be issued in such form and for such amounts and bear such rate of interest, and be redeemable and *transferable*, and be subject to be reduced to pay losses and expenses, *provided*, nevertheless, that the said scrip shall *not* be redeemable until it exceeds the sum of \$200,000, and *then* to the extent of such excess *only*." Now what will you take for your scrip?

The annual reports show that for many years no scrip was redeemed and no interest paid. In 1889 the scrip redemption and interest was \$235,575. Next year the same item was only \$26,466. Last year it was only \$38,000. We wonder how much of the redeemed scrip in that favored year, 1889, was paid to officers of the company.

INSURANCE LITERATURE.—If you were to ask me which you had better read first, I should unhesitatingly say, read and study the terms of policies in current use and then read the insurance journals, and through them keep abreast of the times and observe the changes which are continually being worked in the insurance world, for the events and occurrences of the present will have a marked influence upon your actions in the future. If you have any time to spare after you have read the policy blanks and the insurance journals, then try to round out your knowledge of the business by a study of the published standard insurance books which, as before stated, contain a permanent record of the events that are past. If you should be fortunate enough to have the time and inclination to read all these classes of literature and at the same time be in a position to add thereto the advantages of personal observation you cannot fail to become a thorough and reliable underwriter. But, whatever you read, do not neglect the insurance journals, for while it may be important to know the insurance judgments and experiences of our predecessors of long ago and benefit thereby, it is more im-

portant that you should understand the questions and conditions of the present and base your actions thereon, for events and conditions coming under your personal observation will be safer and more intelligible precedents for you to follow in after-life than the events which occurred twenty years ago, found recorded in books and of which you were not personal observers.—Bernard Faymonville.

Beware of Mutual Fire Insurance.

The plaintiff was insured in the Hotel Owner's Mutual Fire Insurance Company of Iowa. A loss occurred. Defendant acknowledged receipt of proof of loss, and stated that it was not disposed to dispute its liability under the policy. The company also wrote:

"We regret that we are unable to accept your offer of a discount for immediate payment. We will endeavor to pay your policy at the expiration of 60 days."

The 60 days expired, but no money came. Plaintiff wrote: "We are still patiently awaiting remittance." Her claim was \$2,477. Finally she was obliged to accept \$1,671, under a promise to sign a receipt in full.

Here are some further characteristic extracts from this mutual's letter to the claimant:

"This company is a mutual company. The amount it can pay in event of loss depends upon the amount of premiums it can collect from its policyholders.

We have been unfortunate in our collections, and, of course, if the parties do not pay their premiums when due, *we have no means of forcing them to do so.*

"We beg leave to assure you that in arranging for the payment of a loss under policy we have exerted ourselves to raise as large a sum as possible. . . . In your case we have exhausted every means, and have secured for you a liberal sum under the circumstances, and we feel that you should appreciate the same."

Under the circumstances, the plaintiff ought to have been appreciative. She collected two-thirds of the amount of her claim, which was doing better than a great many other members of fire mutuals have done. Besides, she took a policy in this mutual because the premiums were less than those of the stock companies. She wanted cheap insurance and she got it. She shouldn't complain, but she did, and complained in court (*Keck v. Mutual, Ia. S. C., 56 N. W. R. 438*), and the court ruled that as she had indorsed a draft for the compromised amount, and left it with a bank for collection, by such indorsement she accepted the compromise.

Speaking of this case the court said: "Defendant mutual had about \$23,000 in deposit notes. It could collect only about 20 per cent. of its notes during any period of 90 days."

The moral of this tale is, Beware of fire mutuals.

New Publications.

The Insurance File, London: W. J. West, 21 Godliman street, and Page & Pratt, 5 Ludgate Circus Buildings. Price one shilling; cloth, 2 shillings, 4½d., postage extra. This annual is a photographic reproduction of the annual reports of the principal British insurance companies for 1893. In the chapter entitled, "Salient Features of Insurance Offices," the various schemes of insurance upon which the several companies pride themselves are tersely set out in a series of paragraphs, which are preceded by an explanatory editorial introduction.

This is the most convenient insurance year book we have seen.

Hall's Statistical Compilation of accident and fidelity companies: two books; Spectator Company, New York; price \$1.50. An accident insurance agent informs us that these books are "the best thing of the kind published." Business by states and territories. The Pacific Mutual gives statistics more freely than any other company. California ranks seventh in premium rank. The average loss ratio is about 40 per cent.; average expense ratio over 50 per cent.

THE ARGUS and the Post of Chicago "do themselves proud" in their special convention editions. They honor insurance journalism. The Argus of Oct. 5 is a beautiful specimen of typography and newspaper enterprise, containing the papers and writers' portraits of the recent fire and accident underwriters' conventions.

THE Equitable Life issues in the form of thermometers diagrams of insurance, surplus and expenses of the "three giants." Rather attractive thermometrical readings in cool weather. But wait till the Mutual and the New York get out their thermometers and barometers and aerometers, and we shall have a change of temperature and a reign of figures.

NANAIMO FIRE.—Under the title of Village Wisdom the September Coast Review mildly criticised the board of aldermen of Nanaimo,

B. C., for their refusal to improve the water supply. The mayor and two aldermen put themselves on record as opposed to any improvement because "it would bring no reduction in insurance rates." The insurance companies, represented by the manager of the British Columbia board of underwriters, were charged with "working the town" when they asked for improved fire protection; it was an excuse for imposing rates; the insurance men were taking advantage of "a little fire." The wise city fathers were not to be blinded by the dust of the insurance men, and they resolved that they would not improve the Nanaimo fire protection. A month later fire broke out in the town, and destroyed six stores, hotels, etc.

Life Notes.

These times bring good reports from the Union Mutual Life which operates under the famous Maine non-forfeiture law.

The National Life of Vermont writes policies which may be so written that the insured may at any time arrange or re-arrange his contract, creating a trust fund payable in installments, or payable as life annuities.

The New England Mutual Life calls special attention to the fact that it issues endowment policies, with annual surplus divisions, and yearly progressive cash surrenders, etc., endorsed thereon, for the same premiums formerly charged for policies payable only at death under the title of life rate endowments.

The Manhattan Life has appointed Major J. B. Day of New Orleans manager for Texas and Louisiana. The major will doubtless make a success of his new department. Every general agent of the Manhattan Life ought to succeed, for the company issues an incontestable, non-forfeitable, payable-at-sight policy, and "backs" its liberal pledges with \$14,000,000 assets.

We suggest to the general life insurance agents in San Francisco that they bind their copies of The Coast Review, and thus place them at the service of their city solicitors. Every day or so we have inquiries for back numbers which we cannot supply. It is asking too much to ask us to allow solicitors to carry bound volumes away, "just for an hour," to show a probable applicant, or a man who is insured in the Blank Life Association. Now that we think of it, the general agents of life companies ought to subscribe for several copies of The Coast Review, for the use of their solicitors.

Recent Failures of Fire Mutuals.**NEARLY ALL LEFT UNPAID CLAIMS—BEWARE OF FIRE MUTUALS.**

Alliance Mutual, Reading, Pa.
 Associated Manufacturers Mutual, Moline, Ill.
 Bangor Mutual, Maine.
 Buckeye Mutual, Shelby, O.
 Capitol, Topeka, Kan.
 Central Mutual, Ft. Wayne, Ind.
 Citizens Mutual, Waterloo, Ia.
 City Mutual, Toronto.
 Commonwealth Mutual, Decatur, Ill.
 Consolidated Mutual, Chicago, Ill.
 Detroit Manufacturers, Mich.
 Electric, Boston (reinsured).
 Erie, Sandusky, O.
 Fairmount Fire, Philadelphia.
 Hudson River, Jersey City, N. J.
 Kansas Home, Topeka, Kan.
 Kittanning, Kittanning, Pa.
 Lumberman's & Manufacturers, Eau Claire, Wis.
 Manufacturers & Merchants, New Hampshire.
 Manufacturers Mutual, Batavia, Ill.
 Manufacturers Mutual, Grand Rapids, Mich.
 Manufacturers Mutual, Louisville, Ky.
 Manufacturers Mutual, Milwaukee, Wis.
 Manufacturers Mutual, Akron, O.
 Manhattan Mutual, New York.
 Merchants Mutual, Cincinnati, O. (reinsured).
 Minneapolis Mutual, Minneapolis, Minn.
 Milwaukee Mutual, Milwaukee, Wis.
 Mill Owners Mutual, Boston (reinsured).
 Millers, Wisconsin.
 Mississippi Valley, Rock Island, Ill.
 Morotock, Virginia.
 Mound City Mutual, St. Louis (reinsured).
 Mutual Artisans, Muscatine, Ia.
 Mutual Fire, Cincinnati, O.
 Mutual Fire, Louisville, Ky.
 Mutual Fire, Eau Claire, Wis.
 Mutual Fire, Chicago, Ill.
 Mutual Guaranty, Clinton, Ia.
 Mutual Union, Moline, Ill.
 National Mutual, Akron, O.
 National, West Virginia.
 Ohio Manufacturer's, Columbus, O.
 Pine Tree Mutual, Winona, Minn. (reinsured).
 Pioneer, Chicago.
 Safety Mutual, Sioux City, S. D.
 State Mutual, Chicago.
 Stulton Mutual, Pennsylvania.
 Union Mutual, Cincinnati, O.

United Manufacturers (reinsured).
 Washington Union, Ohio.

No Profit Last Year.

The average fire underwriting profit for many years has been only four per cent. of the premium income. In 1892 it was only one per cent. In 1893 there was no profit. Two stock companies failed last year, and one has failed this year. In the last two years thirty stock companies have reinsured, and three have failed outright, leaving unpaid claims. These three were dishonestly managed. Clearly, rates as a whole are not too high, and it is equally clear that the mutuals can not write at lower rates than the stock companies and pay claims. Cut rates mean cut claims.

WHEN a fire insurance company has been unfortunate for a series of years the policyholders should view with some suspicion the payment of dividends when such payment makes serious inroads on the net surplus. The Broadway's net surplus declined from \$123,975 to \$53,242 last year. But the stockholders were paid the usual dividend. In 1888, when the company did a local business only, they were paid \$124,000 dividends, or \$24,000 more than half of the capital stock. This was a dividend of 62 per cent. Under the circumstances the stockholders can well afford to go without a dividend or two in order to protect policyholders. The latter may well ask, Is the management getting ready to reinsure the company? Perhaps no company will reinsure the Broadway. The State Investment, which paid dividends up to the day of its failure, was unable to find a reinsurer.

CASH SURPLUS is the odd name of a Texas Colonel whose newspaper plant was recently attached for debt. Here is a chance for an enterprising assessment insurance company. They need Cash Surplus. The Colonel can dictate terms. The Mutual Fire of New York may need him before long, too.

"By a mere accident" Publisher Edwards is in receipt of two handsome checks in payment of an accident insurance claim. Now is the time for the printer and others to present their bills.

How WOULD Farm Property Insurance Company do is an appropriate name for the ——— company?

COTTON is the lowest in price since 1849. Look out for cotton fires.

Pacific Coast Assessment Associations.

Ancient Order of Samaria, organized 1891, San Francisco.

Bankers' Alliance, Los Angeles.

California Mutual Benefit Society, San Francisco.

Fidelity Mutual Aid Association, San Francisco.

Mutual Indemnity Co., by L. M. McKenney, 1894.

Mutual Relief Association, Petaluma, Cal. Not authorized to do business.

American Benevolent Legion, San Fran. Org. 94.

United Order of America, Los Angeles. Org. 1894.

"Pitfalls for the Unwary."**THE MUTUAL RESERVE FUND LIFE ASSOCIATION OF NEW YORK.**

Some months ago we printed in *extenso* a copy of the death claim form of the Mutual Reserve Fund Life Association, and pointed out to our readers the danger there was to the representatives of deceased policy-holders in having the payment of their claims delayed, or worse still, disputed altogether by the association, if the numerous and unnecessary questions contained within the claim forms were not answered entirely to the satisfaction of the officials at the head office in New York.

Our action, we understand in some measure, occasioned a visit to America by the chief official of the association in this country, Mr. E. R. Spiers, to secure, if possible, a death claim form similar to those in use by British companies; and, although it has been stated that some amendment of the present claim form will take place, we have up to the present no intimation that it has been effected. But it appears to us that we have not yet exhausted our inquiries into the working of this association. The late lord chief justice, with possibly much more information before him than we have any knowledge of, described the forms of the association as being "full of pitfalls for the unwary," and from information recently received by us we do not think that the lord chief justice of England used one word a whit too strong.

A policyholder with the Mutual Reserve Fund, residing within fifty miles of Manchester, and who has been connected with the association for some years, omitted within the past six months to pay a premium until several days after the days of grace had expired. In a British office no advantage would have been taken of such an oversight, or at most the insurance company's medical officer would have made an examination of the policyholder at his or her own expense, and, if satisfactory, the company would continue the risk, holding

themselves liable for the claim in the event of death, whenever that should occur. How differently the Mutual Reserve Fund acts towards its policyholders, is evidenced by the form printed below, which was sent to the policyholders in question before the association would accept any further premiums:

APPLICATION FOR RE-INSTATEMENT OF MEMBERSHIP AND WARRANTY OF HEALTH.

To the Mutual Reserve Fund Life Association,
Mutual Reserve Building, Broadway and Duane St.,
New York, U. S. A.

Whereas, a certain payment as hereinafter named, under Policy No. for \$ issued to me, became due and payable, viz.:-

Mortuary Call No. . . . due on the . . day of 189 . . for \$

Annual dues due on the . . day of 189 . . for \$ and by reason of the non-payment of said mortuary call or dues, or both of them, when due, my membership and said policy expired.

Now therefore I, aged years at last birthday, by occupation do hereby, by reason of said expiry, make application to the Mutual Reserve Fund Life Association for re-instatement of my membership and of said policy, and tender amount of the past due payment as above, and, in consideration thereof, I agree as follows:—

First.—I warrant that I am on this day of 189 . . of temperate habits, in good health, and free from all diseases and infirmities, and further, that since the date of my original application for said membership and policy, I have not had any disease, injury, infirmity, or illness, or had or sought any medical attendance or advice for any illness, disease or injury, except as herein stated in writing, viz.:-

Second.—I hereby agree that if any of the statements and warranties in said original application or herein, are not full, complete and true, that the acceptance by the association of the above, or any subsequent payment shall not re-instate my membership under said policy, or create or continue any liability on the part of the association by reason of such payment.

Third.—I further agree that the acceptance of the above payment, after the same became due, shall not establish a precedent for the acceptance of the payment of future assessments or dues to the association, nor shall any subsequent payment of the same upon said policy be deemed a waiver of this expiry, or impair, waive, alter, or change any of the conditions of this agreement or of said policy: and I further agree that this agreement and warranty shall be and hereby is, made part of my contract with said association, under said policy, and the same shall be subject thereto.

Dated at this day of . . 189 . .

Witness of signature {

Occupation of Witness {

Address { Sig. of Applicant.

Notice.—If the applicant has had any illness, or has consulted, or been consulted by any physician since the date of the original application for above policy, he is required to obtain the written statement of such physician on the back hereof, stating the nature, date and duration of such illness.

The policy shall not be re-instated until the application for re-instatement shall be approved by the executive committee of the association in New York.

Remittances must be made by valid draft, cheque, post office or express money order; cash sent by mail or payments made to agents or other persons whose names are not stamped on the notice are unauthorized and void and at the members' own risk. Agents, collectors or local treasurers are not authorized to waive forfeiture, extend credit or re-instate lapsed members.

If for mortuary only, strike out line annual dues, and if for dues only, strike out mortuary.

[On the Back.]

CERTIFICATE OF APPLICANT'S PHYSICIAN.

I, M. D., a practicing physician, do hereby certify that I am personally acquainted with the applicant who signed the application and certificate on the reverse side hereof, and that I have personally known said applicant or attended from 189 . to for

Have you been consulted by or attended applicant for any ailment, disease or illness other than stated above within the past five years?

If yes, when and for what?

Was the recovery of the applicant complete and permanent?

Is the applicant now in good health and a safe risk for this association?

I hereby certify, upon my honor as a physician that the above is a full, complete and true statement.

Dated at this day of 189 .

Signed M. D.

P. O. Address

Please state fully the nature, date, duration, and severity of the disease or illness for which you attended applicant or was consulted by him.

"Pitfalls for the unwary" indeed!! We should say so. Take the second condition in the above form, and, although a person may have been insured with the association for several years, as was the case under notice, yet, the policyholder is bound to agree, that, if any statement in the *original* application is not full, complete and true, that any subsequent payment shall not re-instate the policyholder as a member of the association. It will be noted that the person is not required to give full, complete and true information to the best of his or her knowledge and belief, but should any statement by inadvertence or

through want of knowledge be found not to be "full, complete and true," then the association has the power to withhold the claim money when it becomes due.

They can keep on receiving the premiums, but when the time for settlement of the claim arrives, the association can use the policyholder's own money in resisting payment.

The third condition is equally arbitrary, and consequently unfair to the policyholders. We do not hesitate for one moment to say that no respectable old-line office would for a moment, think of introducing the second and third clauses named above, into any of the conditions for membership with their companies.

We marvel to think that many men in this country, instead of leaving a legacy of wealth to their widows and children in the form of a life insurance policy, may leave to them nothing but a heritage of woe in the form of a disputed death claim with its attendant litigation and anxiety. In our opinion, it is unwise for any man to connect himself with any company or association that takes the earliest and every opportunity of cancelling his contract for any little oversight that may have occurred in complying with the rules and regulations of a company, or imposes upon him conditions similar to the above, which can only raise a doubt as to whether the claim will ultimately be paid or not.

The Great Forest Fires.

The recent forest fire in Minnesota and Wisconsin, along the shore of Lake Superior, which burned Hinckley and several other lumber towns, was most extraordinary in its character and extent, and awful in its destruction of life. Not fewer than five hundred persons lost their lives. A long drought had afflicted this region. Small forest fires had burned themselves out here and there. Suddenly, with little warning, and with the speed of the wind, fire rushed through the forest in the lumber region and swept away towns and hamlets.

"It seemed," said one survivor, "as if the very air was on fire." Men and women and children fled for their lives, and were burned to death a hundred yards from their homes. Hundreds of panic-stricken beings took refuge in the swamps, but the cyclone of flame followed them. The heroism of the engineer and fireman of a passenger train has been applauded over the whole civilized world. The train ran into the fiery forest. Then began a backward race with

fire. The cars were loaded with the population of an entire village. Flames from the overhanging trees scorched the hands and faces of the brave men who with unflinching courage drove the engine at its highest speed. Flames darted in at the car windows. The blistering air was suffocating. Men and women went mad and leaped from the cars into the fiery furnace. On and on thundered the train, all afire itself, and resounding with the shrieks of the passengers: and all around roared the surging flames. At last the big swamp was reached. There was not a moment to spare. The people ran and then themselves headlong into the water, and wading out chin-deep saw cars and engine turn to ashes and waste iron.

The fire was a peculiar one. It was more like burning gas than burning wood. Many dead bodies were found without trace of fire. The clearings suffered most, everything being consumed, while in large areas of the forest only the tree tops were burned. One underwriter says the lumbermen started the fire to conceal their depredations on the government reserves. A wild-eyed speculator, the author of Atlantis, says the tail of a comet passed over that region. Another speculative person says that during the dry hot summer the resinous matter of the pine trees generated a kind of gas, which, when ignited, burned with the speed of an explosion.

Pacific Coast Chips.

—Edward Brown is in Oregon.

—Tom. C. Grant is in New York.

—A. Herman, late special agent Northwest F. & M. insurance company, is in the city.

—Manager Weston, of the New Zealand Ins. Co., spent a few days in 'Frisco last month. Mr. Weston is now in New York.

—The life insurance business in this field is looking up somewhat. The first half year showed a considerable falling off as compared to first half of '93; but, general agents report a better state of things the past three months, and we predict that '94 as a whole will not fall much behind last year.

—The maps of Pacific Coast towns advertised elsewhere for sale by the Fireman's Fund Ins. Co. were the maps of the late lamented Oakland Home Ins. Co., and we will incidentally mention the fact that these maps are in much better condition than many other items composing the assets of the late lamented company.

—Angels' Camp, Cal., has a good water supply, but otherwise the fire fighting facilities are not good. At the recent fire the flames leaped across the principal street. The adjusters called a meeting of the citizens, to take some action for organized fire protection. The town is not incorporated, however. The insurance losses at the conflagration of last month were finally adjusted at \$24,700. Deponent sayeth not whether the Angels' Camp fire was started by an Angels' scamp or accidentally.

—Of the recent water-front fire the Daily Call said: "The burned district is just outside of the fire limits, and the heads of the department think it ought to be taken in at once. It is said that the supervisors years ago decided to include it, but were deterred by one of their number who was an insurance agent. This thrifty statesman represented a company in which some of the buildings burned yesterday were insured, and if they had been included in the limits his receipts would have been diminished."

—When an insurance man wants a comparison for something that in his judgment is very dangerous he usually thinks either of a powder mill or a planing mill. The latter risk is considered so hazardous that the basis rate for it in San Francisco is nine per cent. if the building be of wood. Yet there is in this town a "D" class planing mill so constructed and protected that it has been specially rated at 3¾ per cent., and if I am correctly informed has been carried by the Mutual of New York at as low a figure as 2 per cent. I am by no means sure that it is not a good risk at the latter price.—Edward Brown.

—We print a few extra copies monthly to accommodate insurance men. Back numbers are called for frequently, running back four years. The sales do not pay for the extra paper and press work. It is therefore specially exasperating to search for these back numbers, simply as a matter of accommodation for some solicitor, and then hear him ask for the loan of that copy; or perhaps he walks away with the book under his arm, with merely a "thank you." Ask him for the 25 cents and he is surprised and hurt, but he will "drop in" and pay in a day or two. That is the last we see of him. He is not so bad as the fellow who borrows a book or chart and "guarantees" to return it to-morrow, and who never returns. "Their name is legion." We think we know something of the "typical insurance solicitor" now. His name is Gall.

—Sir John Gorst, president of the British Empire Mutual, is "inspecting" British Columbia and talking seals. Perhaps the Right Honorable Sir John says nothing about underwriting because he is not "up" on the subject.

—The World Mutual Benefit Association of Wheeling, W. Va., has been refused admission to California. Beware of all West Virginia insurance schemes. This Wheeling hat-passer is now trying the dodge of passing as the Order of the World, an alleged secret society.

—Pierre de la Montanya, the absconding collector for the Palatine, went away with \$220 which did not belong to him and returns without a cent. He is now "in the tanks," under indictment by the grand jury, and will probably take a trip across the bay. The young fellow had a champagne appetite and a beer income.

—Some enterprising agent reprints in the Nevada City Herald all the assessment paragraphs in the September Coast Review. Life agents throughout the Coast, with a "pull" with the local press, should do likewise. In the interest of the people the local editor will probably reprint such paragraphs for the cost of composition.

—From up North comes a reply to "Richness," which is so personal that we must decline to publish it. Here are some of "Competition's" lines: Cranks rhymes with thanks. The "cock that had already crown" rhymes with O—n. Hissing with commission; blushing with cussing. Enough of this, boys. The Coast Review will not allow itself to be used as a medium for a billingsgate mill, nor for a *beauty* (Mon.) contest.

—The Idahoans are "getting even" with the insurance men for their three-quarter loss clause by circulating the following: "Parties who have just returned from the upper country say that the big timber fire was set by a party of insurance men that encamped two miles above Boulder, a few days ago. They failed to fully extinguish the live coals, and the fire soon spread in the dry pine needles carpeting the ground to a thickness of a couple of feet or more. This incident has started the wags to wagging. They say that the insurance men set the fire to excuse their recent action in applying the 75 per cent. of loss clause to Idaho risks; and that we would not have nearly as many fires if the insurance men did not set them."

—The Firemen's of Baltimore has again entered California, and has appointed Cesar Bertheau general agent. For many years the Firemen's was represented here. It has a policyholders' surplus of nearly half a million, and some six hundred thousand assets.

—Chas. Ashton is an old and respected insurance and real estate broker, on Montgomery st. in this city, but the same can not be truly said of the manager of his insurance department, one Gardiner by name, who talks with the indiscretion of immaturity and the rancor of a "has been." Mr. Ashton should invest in a little chloride of sodium for the benefit of his too fresh young man.

—The San Francisco correspondent of the Los Angeles Investor—which has an insurance department—foolishly and maliciously slurs an old, strong and eminently respectable fire insurance company, which has just established a Coast department. The offensive paragraph reads as if inspired by the Pacific Underwriter. The publisher of the Investor owes the New York company an apology; and he should instruct his San Francisco correspondent to throw his stink-pots from behind some other newspaper fence.

—A workman and his pipe and a bale of hay, and there was a very big fire one day, on the water front, a few yards from the bay. The owners will long remember this big fire in September, but the insurance companies got off cheaply enough, though one city agent thinks his experience was pretty rough. Five thousand bales of hay were on fire, and not a man said "hay there!" The burned district, indeed all of the water-front, should be placed in the fire limit. The shipping is always endangered by a conflagration there. The water tower did some excellent work.

—By the great horn spoon! listen to this from the Stockton Mail, and tremble, oh Pacific Insurance Union underwriters: "If a row serious enough to dissolve this oppressive combine should occur in its ranks the public would be mightily benefited. Taking advantage of its strength the union has pursued a policy of arrogant oppression that has earned it the hearty dislike of its patrons, who, however, have been unable up to the present to throw off its galling yoke because of its influence with successive legislatures. A determined attempt should be made at the next session of the legislature to break the power of the insurance combine."

—On their knees—the Chinese.

—The Home Fire of Salt Lake pays a quarterly dividend of $1\frac{1}{2}$ per cent.

—Salt water from the bay is said to be better for fire extinguishing than fresh water.

—The Pacific Mutual issues a new and model application blank, for its new incontestable and non-forfeitable policy.

—The Mutual Guarantee Co. of Mexico (?) is an endowment scheme which is operating in California. Beware! simple folks, "or the bee 'twill surely sting."

—Okell, Donnell & Co. have been appointed city agents for Manager Gurrey's companies, the American of New York, the British America and Western of Toronto.

—Several companies have withdrawn from Angels, Cal. The horse is gone and the stable-door is securely locked. The recent fire cost the companies a pretty penny.

—We have before expressed a wonder whether a steam fire engine ever exploded, or whether any serious accident ever occurred, at a fire. At a San Francisco fire last month a fly-wheel of a fire engine broke, but nobody was hurt.

—The tramp is loafing in San Francisco with his pipe as a comforter. He sleeps in lumber-yards, in sheds and beneath stairways, and neglects to extinguish the live coal in his pipe when he courts the favor of Morpheus. Watchmen and householders should keep a sharp lookout for tramps.

—Col. Hawes, manager New York Life, returned last month from a pleasant six weeks' vacation in Honolulu. On his arrival at his office the Colonel found on his desk a present from nearly every solicitor in his department of a good sized bundle of applications, written within ten days of his return, the aggregate amount of insurance called for by said applications being \$500,000—a very appreciative presentation, indeed.

—Brave and sympathetic spectators at a San Francisco fire saved several lives. Cries of distress were heard coming from a cellar. Axes were procured, and doors and floors soon yielded to the sturdy blows of the rescuers. Floating beneath was a box. Careful hands lifted it to a place of safety. The little ones cried piteously, but the old mother expressed her gratitude in an unmistakable fashion. And the tenant of the building softly sings, "And the cat came back!"

—The alleged insurance department of the News Letter speaks of General Agent Alfred R. Garvey. Where is your stuffed club, Mr. Gurrey!

—Emil Rosenthal, an insurance solicitor in the employ of a Los Angeles agency, was under arrest for alleged forgery, but the case was dismissed.

—The Magdeburg Fire (Gutte & Frank, Coast agents) celebrated its fiftieth anniversary last month. The gross premiums of this leading German office last year were 23,777,205 marks, or \$6,000,000. There were speeches and congratulations galore, and a banquet in the evening.

—A Santa Barbara paper speaks of the Central American Ins. Co. That's what American Central means, but the inverted name sounds odd. St. Louisans believe that their city is just about the center of North America. We are ready to grant this if they concede that San Francisco is the center of the United States—from the Alaskan longitude to Maine.

—Mrs. Jennie Melcher charged Judge Hayes, of Oregon City, and Toll Thompson, agent for the State Ins. Co., with attempting to coerce and extort. She said the agent wanted her to accept \$700 in full payment of \$2,200 insurance on her house. She was accused of burning her house. Mrs. Melcher says she was frightened into signing a paper releasing the State Ins. Co.; and that Thompson snatched the insurance policies out of her hand. At the trial a Portland pawnbroker testified that Mrs. Melcher was untrustworthy and could not be believed. The justice dismissed the case.

—"Ah, but the Mutual Reserve Fund has a reserve fund." Indeed! Well, What of it? The recent Mutual Benefit Life Association of New York had a big reserve fund, has it yet, but it is not applicable to the payment of death claims. When the receiver gets through he will divide the remainder among the survivors—not among the claimants. The \$400,000 or more unpaid death claims, accumulating for years, will never be paid. Then there was the Bankers & Merchants of San Francisco. It had a reserve fund of \$100,000, created on the same plan as the Mutual Reserve Fund's "reserve fund," but the receiver could not find a dollar of it. Better think thrice before you take insurance in the Mutual Reserve Fund.

—Prosperous times are reported in Montana.

—This is a very dull season in underwriting circles.

—Herbert Folger, of Portland, Or., was in 'Frisco last week.

—A San Francisco woman has been sentenced to twelve years' imprisonment for arson.

—Lew Seaton, special with Fireman's Fund at Los Angeles, spent his vacation in San Francisco last month.

—Geo. F. Ashton has engaged as special agent with the Fireman's Fund. Mr. Ashton has been on the road in this field for many years, and the F. F. has added a valuable man to its field force.

—Mrs. Nellie Phinney, of Seattle, has sued the Mutual Life for \$100,000 alleged to be due on the life of Guy C. Phinney. Suit was brought in the federal court.

—Denver agents are discussing the dual agency system of the Phoenix of Hartford. Other companies contemplate the establishment of such agencies in Colorado.

—At the Lincoln, Cal., fire, ten uninsured property-holders were burned out. Private fire protection saved one block. A fire train from Rocklin arrived too late to be of much service.

—Our Loss Reports.—We think some of changing them after January 1, so as to "lump" all losses under \$300. This because of the increasing demand on our space. What do San Francisco underwriters think of the matter? Do they prefer to have the \$200 and \$100 fires reported?

—Reports from seventy-five cities, towns, villages and sanitary districts in California aggregating a population of seven hundred and seventy-seven thousand and fifty-three, show a mortality of nine hundred and ninety-two, a death-rate of 1.27 per thousand for August, or 15.24 per thousand per annum. This is about the average death-rate of leading assessment companies.

—The three-quarter value clause is in force in the San Joaquin valley. Some of the newspapers have confounded this clause with the three-quarter loss clause, which is altogether different. In the former case not exceeding three-quarters value is paid when the loss is total. The design is to check incendiarism, which has seemingly been frequent in the San Joaquin.

—The Germania of New York has withdrawn from Washington.

—Dr. Cluness, medical director of the Pacific Mutual, has been ill.

—The Travelers has discontinued the writing of business in Mexico.

—The Bankers Life Association is advertising for good solicitors. The state agency is at Los Angeles.

—Stephen E. Barton, of Seattle, formerly of the New England Exchange, was recently thrown from a horse. Mr. Barton's hip was dislocated.

—Eugene, Or., has under consideration the installment of a complete fire alarm system. The Pacific Insurance Union has offered a five per cent. reduction of rates.

—The thermometer registered 94 degrees in the shade, in San Francisco, one day last month. It was the hottest day on record, and there was not a meeting of the P. I. U. either.

—The Portland fire-boat has returned to its place above the Burnside bridge, and a temporary fire-boat with a second-class Amoskeag now guards the Albina water-front. East Side fire alarms are now rung at the water-works.

—The Los Angeles fire commissioners have drafted a new petroleum ordinance, requiring the oil to be kept in iron tanks and in no larger quantities than thirty gallons, excepting where crude petroleum is used for fuel, in which case a week's supply may be kept.

—The average fire insurance broker—we mean the broker who places business where *he* is most benefitted, without regard to the standing of the company or interest of his client—is not willing to join any association of insurance men where the object is to better the condition of things and put every man on his merits as a "premium getter."

—The Mutual Life recently paid on California risks, Frank Bennett, San Francisco, \$5,003; Patrick J. Dowling, San Jose, \$1,093; Edward W. Jose, Trinity county, \$5,000. These men had paid in premiums only \$3,100. Return over cost, \$7,993. A lesson in life insurance. Other payments: Benj. Hineberg, San Francisco, \$2,732; Thos. J. Ludlow, Santa Rosa, \$5,037. Return over cost, in these two cases, \$4,082. David Dennis, preacher, Salt Lake City, \$1,080; premiums paid, only \$176. More lessons in life insurance.

—The United Order of America has been incorporated at Los Angeles.

Sausalito has organized a fire department. The News complains that the people who need protection most have shown least interest in the movement.

—That Sutter-street druggist still burns coal-oil lamps fed through pipes. He successfully defied the fire marshal and laughed at threatening high rates.

—The U. S. Mutual Accident Association advertises, "Double Protection Against Accidents of Travel: \$10,000 Accident Insurance for \$24 per Year."

—Edmund Ahlemann, a fire insurance solicitor and secretary of a German union, is "missing." He was a defaulter to both employers. Some think he has gone to Honolulu, where he formerly lived.

—The American Surety Co. of New York makes a specialty of bonds for employees, administrators, guardians, and in judicial proceedings. It is the largest surety company in the world.

—In former times from 4 to 5 per cent. was the minimum rate upon a "B" class theatre. At the present time theatres of modern construction are being cheerfully accepted at from 1½ to 2½ per cent.—Brown.

—The Manhattan Life recently paid claims on the lives of Californians as follows: Wallace E. Terry, Sacramento, \$8,973; John E. Eberle, Los Angeles, \$7,850; John McKee, San Francisco, \$6,059; John H. Alexander, San Jose, \$2,944.

—The general characteristics of a manufacturing hazard are partly physical, partly personal. The owner, the tenant, the overseer, the department manager, the hands and the neighbors are as much parts of the hazard as the construction and arrangement of the works.—Edward Brown.

—The husbands of these ladies put their trust in "insurance at half price." We refer you to the ladies. They have sued the defunct Home Benefit as follows: Mrs. M. A. McDonald of Eureka, \$1,950; Mrs. E. L. Craig, Auburn, \$3,000; Mrs. J. L. Hearn, Yreka, \$2,200; Mrs. J. P. Sheldon, \$4,000; Mrs. S. M. Gower, \$4,400; Mrs. S. Friedlander, \$4,000; Mrs. S. Koncke, \$7,200. Are you a member of the Mutual Reserve Fund? Go ask these ladies what they know about "insurance at half price."

—The San Francisco fire-boat Gov. Markham did some good work at a recent water-front fire.

—The Portland fire-boat is said to have been ineffective at the recent conflagration. Water front property-owners, however, will continue to ask for lower rates on account of the fire-scow of the Willamette.

—The press dispatches announced the loss at the big Portland fire as a million and a half, so in our extra we ventured to put the loss at a round million. Later advices show the loss to have been nearer a half million, more or less.

—Bernard A. Auer, formerly of Salt Lake city, has been appointed general agent of the Preferred Accident Ins. Co. for California, in conjunction with Coast Manager Fowler. The Preferred Accident is doing a good business in this field.

Coast Maps for Sale!

The Fireman's Fund Insurance Co.

of San Francisco

Have a general miscellaneous
Assortment of
Country Maps
Of Coast Towns,

Which will be sold at

Very Moderate Prices.

A CHEAP POWER.

And at the same time a reliable power, are the points to be sought for in purchasing an engine. With steam power a constant watch on the gauge is necessary to prevent accidents, and the expense for engineer is a serious item against economy. The gas or gasoline engine is by far the cheapest power, as it will run all day without attention or fear of accident, and the cost is about two cents per hour for fuel per horse power. For intermittent power the economy of gas over steam is beyond comparison. While these points of superiority are without question, it is important in selecting an engine to get the best; the best in the long run is the cheapest. Do not fail to investigate the striking advantages of the Hercules Gas and Gasoline Engines. Send for catalogue. If you want second-hand engines of other makes at *cheap rates* we can supply you. We have a number taken in trade and cannot take any more until they are realized on. PALMER & REY TYPE FOUNDRY, 405 407 Sansome Street, San Francisco.

THE ROYAL

Insurance Company

OF LIVERPOOL, ENGLAND.

ASSETS, - \$46,000,000 * LOSSES PAID, - \$93,000,000

THE

NORWICH UNION

Fire Insurance Society

OF NORWICH, ENGLAND,

ASSETS, - \$6,000,000. * LOSSES PAID, - \$44,000,000

Royal and Norwich Union.

Pacific Coast Department:

ROLLA V. WATT, Manager,

N. E. Corner Montgomery and Sacramento Streets, SAN FRANCISCO.

SPECIAL AGENTS:

J. L. FULLER, JNO. T. FOGARTY, FRANK M. GILCREST, H. R. BURKE.

The Coast Review.

A MONTHLY JOURNAL

DEVOTED TO

ALL KINDS OF INSURANCE THAT INSURES.

TWENTY-FOURTH YEAR OF PUBLICATION

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the 9th

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The Coast Review Advertisements.

Changes should be sent in before the first of the month. Advertising forms go to press on the 1st, 2d and 3d of the month. It is never too late for a new advertiser, however.

Our advertisements are an invitation for applications for agencies and for insurance. Advertisers should frame their "ads" for reference purposes as well as to bring out the strong points of a company.

The Otey Manual.

Following are a few of the testimonials volunteered by local agents and others:

Craig Bros., Pasadena, Cal.: We have found it a great help.

C. W. Maxon, Oceanside, Cal.: It is certainly perfection in its line.

Geo. C. Ramsey, Bozeman, Mont.: Valuable. Contains many suggestions of importance to local agent.

Wooster & Ensign, San Jose, Cal.: The Otey manual contains many suggestions not to be obtained from any other source.

S. A. Stewart, Elsinore, Cal.: I could not well do without it.

Jas. F. Ferguson, Baker City, Or.: I find within its pages a vast amount of useful information. I have never seen anything else that would render the local agent as much assistance in the prosecution of his work intelligently.

Cummings & Vaught, New Orleans, La.: We keep it ready at hand, referring to it frequently, using it as an authority.

Chas. F. Burton, Billings, Mont.: I have gone through it and find it very useful. It is now on my desk for reference.

Digest of Recent Insurance Decisions.

FIRE.

Syndicate Insurance Co. v. Catchings, Ala. S. C. 16 S. R. 46.

WAIVER OF PROOFS.

A waiver of proofs of loss by an agent of a foreign company, who has authority to solicit policies, being supplied with blank forms having the lithograph signatures of the officers of the company thereon, and collect premiums, will bind the company, though he may not have had actual power to do so.

BARREL OF WATER PROVISION.

The failure to comply with a provision in a policy, which requires the insured to keep a barrel of water in a certain part of the insured building, does not prevent a recovery on the policy, where the property could not have been saved, when the fire was discovered, with the aid of the water.

c c c

Havens v. Germania Fire Insurance Co. et al. Mo. S. C. 27 S. W. 718.

VALUED POLICY LAW.

Where the subject-matter of insurance, and the nature of the loss, are within Rev. St. 1,879, § 6,009, providing that when any policy shall be written on real property, and the

property shall be wholly destroyed, the amount of the insurance shall be taken, conclusively, to be the value of the property when insured, and the amount of loss and measure of damages when destroyed, the stipulations of the policy must yield to the statute.

Where several concurrent policies on a building have been written, with the consent of the respective companies, and the building is wholly destroyed, each company is liable for the full amount of its policy, under Rev. St. 1,879, § 6,009.

REAL PROPERTY.

Machinery constructed for and used in a flour mill is real property, within Rev. St. 1,879, § 6,009.

Where the subject of insurance is real property, an agreement between the company and the assured that the same shall be considered personalty is invalid.

WHOLLY DESTROYED.

Where, at the time of the burning of a mill, part of the machinery covered by the insurance policy is in another building, having been removed to facilitate improvements, the mere fact that such machinery was not destroyed will not render the loss a partial one, but the value thereof will be deducted from the amount of the policy.

The words "wholly destroyed," as used, regarding a building, in Rev. St. 1,879, § 6,009, mean that the building is totally destroyed, as such, though there is not an absolute extinction of all its parts.

° ° °

Phoenix Insurance Co. v. Omaha Loan & Trust Co.
Neb. S. C. 60 N. W. R. 133.

Question whether the mortgagee of property, for those whose benefit an insurance policy was issued, lost his rights therein, owing to the sale of the property by the mortgagor without the company's permission, the mortgagee knowing thereof, and failing to notify the company.

MORTGAGEE'S RIGHTS.

Right of mortgagee to sue on an insurance policy issued for its benefit, it joining the assignee of the mortgage debt.

° ° °

Phoenix Insurance Co. v. Corey, Neb. S. C. 60
N. W. R. 12.

CONCURRENT INSURANCE.

Where an insurance agent, with authority to receive premiums and issue policies exercises such authority with knowledge of the ex-

istence of concurrent insurance on the premises, the company is estopped, after a loss, to insist that the policy is void because consent to such concurrent insurance was not given in writing.

° ° °

Donnell v. Donnell et al., Maine S. J. C. 30 A.
R. 67.

ATTACHING CREDITOR.

An attaching creditor has an insurable interest in the buildings covered by his attachment. But where he fails to procure any insurance on such interest, and the debtor takes out a policy at his own expense, held, that the latter effects insurance on his own interest in the property, and not on that of his creditor.

° ° °

West v. Norwich Union Fire Insurance Soc.
Utah S. C. 37 P. R. 685.

RESPONSIBLE FOR AGENT'S NEGLIGENCE.

Where an insured requested the agent of a company, who was authorized to issue policies, fix rates, and countersign policies, to indorse on the policy permission for additional insurance, which he failed to do after promising to do so, the company is estopped to set up a provision against additional insurance, though the provision required such permission to be indorsed on the policy, and contained a clause restricting the agent's power to waive any of the provisions of the policy.

AGENT'S KNOWLEDGE COMPANY'S KNOWLEDGE.

Where an agent has knowledge, at the time a policy is issued, that the property is mortgaged, and that it is also on leased ground, the company cannot set up as a defense provisions avoiding the policy for such reasons.

ADDITIONAL INSURANCE.

Where an agent of a company, who is also agent for another company, has issued a policy for the latter company, the former is conclusively presumed, on the issuance of a policy by him on the same property for it, to have notice of the additional insurance.

° ° °

Manchester v. Guardian Assurance Co., N. Y.
S. C. 30 N. Y. Supp. 49.

FORFEITURE—AGENT'S PROMISE.

An insurance company is not estopped to claim a forfeiture of a policy because consent to a transfer of title to the insured property was not indorsed on the policy as required by its terms, though its general agent, who had authority to make the indorsement, promised to do so, but neglected it.

LIFE.

O'Rourke v. John Hancock Mut. Life Ins. Co. N. Y. City Dist. Ct. 30 N. Y. Supp. 215.

APPLICATION BY ILLITERATE PERSON.

Where an agent soliciting life insurance fills out an application for an illiterate person, and signs the same, without informing him of its contents, there is no warranty by the assured of the truth of the facts therein stated.

* * * *

ASSESSMENT LIFE.

Levell v. Royal Arcanum, N. Y. City Super. C. 30 N. Y. Supp. 204.

APPLICANT'S BUSINESS.

Where the truth of the facts stated in an application for life insurance, which is made part of the policy, is warranted by the applicant, a false statement as to applicant's business will avoid the policy though the nature of his business had nothing to do with his death.

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Commonwealth v. Provident Life Ass'n, Penn. S. C. 30 A. R. 162.

REINSTATED BY ACCEPTANCE OF ASSESSMENTS.

Where, after default as to assessments in a mutual insurance company, notices of other assessments are sent such member, who thereupon makes application for reinstatement, and pays all such assessments to a general agent, who receives the payments without condition, and subsequently such member is notified of an assessment for semi-annual dues, which he promptly pays, the insurance company is estopped to deny that the member had been reinstated.

* * * *

ACCIDENT.

Hendrick v. Employers' Liability Assurance Corp. U. S. C. C. Mo. 62 F. R. 893.

PASSENGER IN PUBLIC CONVEYANCE.

One insured by an accident policy "as a passenger in a public conveyance provided by a common carrier," after he had alighted from a railroad train, at a station from which he intended to continue his journey by a later train, attempted to speak to the engineer about a matter having no connection with the continuance of his journey, or his condition as a passenger, and, while crossing the platform of a car, fell therefrom, and was injured. Held, that he could not recover on the policy for his injuries.

Legal Construction of the Accident Policy.

From a paper by John A. Finch, read at the recent meeting of International Association of Accident Underwriters.

In construing the phrase "by fighting," the supreme court of Georgia (*Gresham v. Equitable Life & Acct.*, 87 Ga., 497) says: "If the insured engaged willingly in a fight, which was not forced upon him, and in which he was not forced to engage for self-protection, his death in consequence thereof was within the exception in the policy, and the company is not liable." The Illinois appellate court (*United States Mut. Acct. v. Millard*, 43 Ill. App., 148) says: "Engaging in a fight, although insured is not the aggressor, prevents recovery for injury thereby, under an accident insurance policy which provides that it shall not cover injuries caused by fighting."

VOLUNTARY EXPOSURE.

The following causes of injury or death have been held to be within the clause in the policy "voluntary exposure to unnecessary danger:" Where insured, in order to escape police officers, lowered himself from the window by a piece of bedding, which broke and let him fall (*Shaffer v. Travelers*, 22 N. E. R., 589); death from being struck by a railroad train while walking on the track (*Tuttell v. Travelers*, 134 Mass., 175); crossing a railroad trestle on a dark, rainy night (*Travelers v. Jones*, 80 Ga., 541); driving alone on a dark night in a network of railroad tracks (*Neill v. Travelers*, 12 Canada supreme court, 55); crossing a railroad track in front of an approaching train in the day time (*Cornish v. Accident Company*, 23 Law Reports, Queen's Bench Division, 453); attempting to cross a train of freight cars which obstructed a public crossing by climbing over the drawbar, (*Bean v. Employers' Liability Assurance Corporation*, 50 Mo. App., 459):

INVOLUNTARY EXPOSURE.

But this clause was held not to cover injuries or death resulting from stepping from a train into a hole in the floor of a bridge, the existence of which hole the insured had no reason to suspect, (*Burkhard v. Travelers*, 102 Penna. State, 262); or stepping from the platform of a moving railway train while insured was unconscious of what he was doing, (*Scheidrer v. Travelers*, 58 Wis., 13); nor injuries in consequence of getting from the platform, at a railroad station, upon the cars while in motion at a rate of speed less than that of a man walking, (*Schneider v. Provident*, etc. Co., 24 Wis., 28); injury to a railroad engineer

by falling while attempting to pass from the tender of his engine to a car attached, the train being in motion at the rate of eight miles an hour, (*Provident, etc. Co. v. Martin*, 32 Md., 310); injury to a railroad passenger from going out upon the platform of a moving train while overcome with heat or suffering from nausea, (*Marx v. Travelers' Ins. Co.*, 39 Fed. Rep., 321); the cleaning of a gun not known to be loaded and which is discharged on account of an unknown defect (*Miller v. American Mut.*, 22 Ins. Law Journal, 214); falling from a swinging scaffold, (*Wilson v. Northwestern Mut.*, 55 N. W. Rep., 626); in this case the evidence showed that the insured was engaged in pointing up a wall; that in doing such work he allowed himself to be suspended from the top of a building on a swinging scaffold which could be lowered or raised as occasion required; that this was the usual method of working employed by persons in this trade.

ENGAGEMENT IN ANY UNLAWFUL ACT.

The provision in the policy that it shall not cover injuries or death resulting from being engaged in any unlawful or vicious act has been held to exempt the company from liability from injuries sustained in leaping from a sulky while engaged in horse racing, the act of horse racing being made illegal by statute (*Travelers v. Seaver*, 19 Wallace, 531); where the insured was returning home from hunting on Sunday (*Duran v. Standard Life and Acct.*, 63 Vt., 437.) Injuries or death received while being engaged in the following acts are held not within the exception of the policy: While insured was living in a state of fornication with his mistress (*Accidental Ins. Co. v. Bennett*, 90 Tenn., 256); where insured was killed while attempting to escape arrest for robbery that had been committed (*Griffin v. Western Mut. Acct. Assn.*, 20 Neb., 620); where insured was intoxicated at the time of the accident, even though such intoxication is a criminal act by statute (*National Benefit Assn. v. Bowman*, 110 Ind., 355); commission of suicide to avoid arrest and trial for a crime (*Kerr v. Minnesota Mutual Benefit Assn.*, 39 Minn., 174.)

WEEKLY EARNINGS

Where the policy provides that the insured shall not receive a disability benefit in excess of the money value of his time it has been held that the insured is limited in his recovery to an amount not exceeding his weekly earnings; and this, notwithstanding the fact that the agent, by misstating the weekly earnings of

the insured, enabled the insured to obtain a policy promising to pay a sum which exceeded such earnings. The fact that insured paid a higher premium than the company was entitled to collect will not give him the right to collect the full amount of the face of the policy, (*Howe v. Provident Fund Society*, 7 Ind., App., 586.)

MORE HAZARDOUS OCCUPATION.

Where the policy prohibits the insured from engaging in any occupation more hazardous than that of the class he was insured in, and the insured (a merchant), while out hunting, accidentally shot himself, it was held that the policy was not thereby forfeited, as hunting was not his regular occupation, but merely an act or incident of his life. (*Frohard v. United States Mut. Acct. Assn.*, 10 Legal Adviser, 244.) So where the insured stated his occupation as that of "livery-stable proprietor (not worker)," the fact that he sometimes hitched up a horse himself and drove persons out did not show a misstatement as to his occupation. (*Brink v. Guaranty Mut. Acct. Assn.*, 55 Hun., 606.) But where the insured was classed as "a retired gentleman" and was injured while operating a buzzsaw at a wagon shop (he being a director of the company owning the shop), it was held that he could not recover; that the operation of a buzzsaw was not incident to the occupation or condition of a retired gentleman. (*Knapp v. Preferred Mut. Acct. Assn.*, 53 Hun., 84.)

TOTAL DISABILITY.

What is meant by the phrase "total disability" has troubled the courts and the companies. In one case the insured was held to be totally disabled from following his occupation as "iceman proprietor," although he was able to give directions as to his business to persons in his employ. (*Neafie v. Manufacturers' Accidental Indemnity Company*, 55 Hun., 111.) In construing this clause the Maine supreme judicial court (*Young v. Travelers*, 80 Me., 244) held that to entitle the insured to recover he was not required to prove that his injuries disabled him to such an extent that he had no physical ability to do what was necessary to be done in the prosecution of his business, but that it was sufficient if he satisfied the jury that his injury was of such a character and to such an extent that common care and prudence required him to desist from labor and rest as long as it was reasonably necessary to effectuate a speedy cure.

In other cases it has been decided that the insured could not recover under such clause. For instance (*Gracey v. People's Mutual*, 21

Pittsburg Legal Journal, 25) where the assured, a manufacturer, fell on the ice and injured his arm so that he had to carry it in a sling for some months. At times it pained him greatly and he could not lie down, but would obtain rest and sleep while sitting in a chair. He, during all the time, visited the factory and superintended his business as usual. The court held that he was not wholly disabled "from the prosecution of any and every kind of business pertaining to his occupation." So it was held (United States Mutual Accident v. Millard, 43 Ill. App., 148) that an injury to a lawyer which does not prevent his being in his office advising clients and attending generally to his business will not warrant a recovery under an accident policy insuring against loss of time resulting from injuries which shall "wholly and continuously disable insured from the transaction of any and every kind of business pertaining to his profession as an attorney at law," although it renders him unable to do any writing. Where the insured was classed in the dual occupation "leather cutter and merchant" it was held that, in order to recover, insured's disability must have been total, not only as to his business of leather cutter but also as to that of merchant. (Ford v. United States Mutual Accident and Relief Company, 148 Mass., 153.) In the case in the New York supreme court (Knapp v. Preferred Mutual Accident Association, 53 Hun., 84) where the "retired gentleman" received an injury to his hand which deprived him of the use of it for some time, the court held that the injury was not covered by the policy, as insured was not totally disabled and prevented from the prosecution of any and every kind of business pertaining to his situation, as under the occupation given, "retired gentleman," he had no business. Under this ruling the policy could mean nothing to him, for, having no business, he could not be prevented from following his occupation. Moral: Do not insure under an accident policy as a retired gentleman!

USE LARGE TYPE.—If it is desired that full credit should be given to all the provisions of a policy large type should be employed. No less authority than the supreme court of the United States (Phoenix Insurance Company v. Slaughter et al., 12 Wallace, 404) has said: "If insurance companies do not mean to take risks on property where gunpowder, etc., are kept * * * in order to avoid just cause of complaint it would be better for them to employ type, in relation to this important sub-

ject, large enough to arrest the attention of an interested party." Other courts have passed the same stricture on policies written in small type, chief amongst which may be mentioned the supreme court of New Hampshire. (Delancey v. Rockingham Farmers' Mut. 52 N. H.—Finch.

Accident Notes.

In eight years the premium income of the Preferred Accident Ins. Co. has advanced from \$5,000 to \$500,000. Assets have made a corresponding gain. This company has \$100,000 deposited with the New York insurance department.

The Employers' Liability of London makes a very successful specialty of elevator insurance.

According to a medical journal the chances of a man meeting with an accident while playing football are 18 times greater than they are while riding, and 20 times greater than if he engages in general gymnastics.

The Fidelity & Casualty has just paid \$3,000 to a Missouri bank for loss by burglary. Now let the state hire the company to catch the burglars.

The Travelers Ins. Co. has paid 263,000 claims for accidents.

The Travelers was the first company writing accident business in America—in 1864.

The Star assessment combination of Illinois shines obscurely. Membership is declining. Recently ten suits were brought against the association in the Chicago courts.

TEN YEARS AGO.—The Coast Review ventilated E. C. Tully's marriage dowry fraud, the Universal Benevolent Association of San Francisco, which soon afterward burst. Among the references were many prominent business and professional men, who were "referred to by permission." Among them were Judge Wallace, B. F. Sterrett, Cashier Tully of Stockton, and the like. We recall these names to impress the reader with the fact that the parading of prominent men's names "by permission" is no evidence of the trustworthiness of any assessment insurance scheme.—Ten years ago the Pacific Insurance Union was

organized, likewise the Montana and Idaho Underwriters' Association, likewise the Prescott (A. T.) Board of Underwriters Organization was "in the air," then.—Hand-grenade fire-extinguishers were first introduced, and had a great run for awhile. They are not often seen now. They were about as useful generally as in the case of the Irishman who failed to use "one of them things because, begorra, he'd naw corkscrew."—Lloyd's of London celebrated its fiftieth anniversary.—The story of the man who presented a claim for the cigars he had smoked was going the rounds of the press, just as it is now. It wears gray whiskers and shows signs of overwork.—Gen. Josiah Howell organized an Australian department for the New York Life Ins. Co.

Pacific Mutual Again Licensed in Ohio.

Insurance Superintendent Hahn of Ohio has rescinded his order revoking the license of the Pacific Mutual Life Insurance Co. The attorneys for the company, in the case of Geo. F. Miller, the deposed agent, versus the company, transferred the case to the federal courts, which the state law prohibits under penalty of revocation of license. Superintendent Hahn says:

"In rescinding this order of revocation the department believes that it is but an act of justice to the company, as the violation of the statutes was committed without its knowledge or consent."

Washington Supreme Court Decision.

The complaint (Waldron v. Home Mutual Insurance Company) was on a policy for \$500 at 10 per cent. premium. Application was made orally. Before any premium was paid one of plaintiff's buildings was burned. At the trial it was shown that the contract, if any existed, was for a policy on two buildings on the same lot, for \$600, and that after the fire a tender of only \$50 was made for the premium. Judgment for \$450 was rendered in the lower court, and the insurance company appealed.

The supreme court held that a notion for non-suit in the court below should have been sustained. There was only one contract proven, and that was different from the one alleged in the complaint. The fact that one amount was alleged to have been on one building and another on the other, did not sever the transaction into two policies, and the respondent would not have been entitled to two policies.

"If both buildings had burned," says the court "it can hardly be doubted that the

owner would have tendered the additional \$10 premium, and come into court claiming \$600 instead of \$500. Such a system would cause the plan of allowing credit for insurance premiums to be withdrawn with alacrity."

More Gems from the Jim-Jam City.

My observation has always been that insurance companies never demand a reform that does not benefit the community. But you must let the community know it. Therefore,

Every insurance journal in this country should be on the reading table of every manufacturing and mercantile club. Yes, more than that; every social club where the business men meet. If the clubs themselves do not subscribe for these journals, the insurance managers should see that they are supplied, for it will be money well spent.—Carroll.

Abrogate all cut-throat mortgage clauses, where the party who pays nothing gets everything. It was a most cowardly act to ever allow them to get a foothold in the insurance world. The loss, if any, payable, should be the only form permitted. You have been acting as sponsors and guardians for money lenders long enough, and it is now ripe time to let them watch their own victims.—Carroll.

you must educate the people, and to educate the people you must make a friend of the press. Encourage the press. It wants information. See that it gets it. And more than that, make it your business to see that it gets it. There never was a great reform that was not brought about chiefly by the aid of the press; and surely here is a reform that will enlist its every honest worker.—Carroll.

There will be Vacant Chairs.

The sagacious, experienced and honorable gentlemen who have led this generation in the upbuilding and maintenance of fire insurance as we know it to-day, cannot live always, and while we young men, novices in the business, drink to them Rip Van Winkle's toast, "May you live long and prosper"—we hope they will pardon us for saying that some day we expect to take their places and draw their salaries. While this is an honorable ambition we must not forget that the goal for each of us is a long way off and that to reach it we must travel over a dusty and toilsome road. Every young man engaged in the business of fire underwriting, however humble may be his position, who has ambition to succeed in it, must work and study.—Main.

Do away with all this false sentiment against contesting fraudulent claims. There is nothing in it. It has become so public that the unscrupulous do not hesitate to take advantage of it, and that openly. If you accept a risk for a man whose name appears on the policy as Gordon, his place burns; he makes a demand on you and you find his name is Gardinski, instead of Gordon; decline to pay it. His policies were obtained under false pretenses.—Carroll.

The fact is we are carrying to-day double lines and more than double lines on and in buildings rated and mapped as having fire walls when they are little else than frame partitions. The eighteen-inch wall is probably a fifteen inch measurement. The thirteen-inch on the second floor is near a nine or ten inch, with floor timbers mortared in firmly on each side four or more inches, and the nine-inch wall enclosing the third floor is thin enough to probe through the mortar.—Littlejohn.

The Wicked Daily Press.

It is an unpleasant truth that the daily press at present seeks to gain public favor by attacking the insurance companies. Public opinion is by this means perverted, and a sentiment inimical to the best interest of the community moulded. This can all be changed if the men at the helm so will it. Court the girl in the proper manner and spirit and you will certainly be able to marry her. In this case, the press is the girl. See that the attention of your local press is called to every fire that occurs, in your locality; see that it gets correct information. The reporter is a hardworked man, generally, and he is often blamed for jumping at conclusions when he is not really at fault. Try him just once and you will find he will embrace you like a brother.—Carroll.

Praise for the Special Agent.

For some years fire underwriters associations were looked upon with disfavor in some quarters, as an apparent attempt at assumption of the managerial prerogative. In fact it is of comparatively recent date that their usefulness and true worth have been appreciated. It seems to me that it is a system worthy of the hearty endorsement and full co-operation of the company managers—the strong arm on which they can lean sure of support and sympathy. And I will here venture the assertion that no other business or profession in this broad land, the operations of which are conducted in a similar manner, largely through representatives, is

there a tithe of the loyalty and thorough devotion to the cause that is held and manifested by the special agent of the insurance companies.—Linehan.

In cities and towns we are at the mercy of the map man, who is not of our calling unfortunately, and who persists in calling every wall of brick without an opening a fire wall. He is not interested in the companies, only to the extent of collecting his exorbitant bills. We have no way of disputing with him, and no recourse after we have paid for wrong information to the extent of thousands of dollars where we should lose hundreds only. Hundreds upon hundreds of these walls are not fire walls. It is a misnomer to call them such.—Littlejohn.

The Days of Our Dads.

Go back to the days of our fathers, when the specific policy was written, and demand that the rule shall be adhered to. In one item alone, that of family wearing apparel, the companies pay in my opinion, ten times the amount of their losses, simply because it is incorporated in a blanket policy. A fire occurs, and a claim must certainly be made, for the man paid for a policy. The fire was a small one, most likely in a closet. You investigate, and again you don't. You see a pile of ashes which you are told are the remains of the family's winter clothing. Then you are at the mercy of the assured. Treat family wearing apparel as you do patterns in a machine shop, and you will get a great deal of the balm. Treat jewelry and family stores the same way. They all melt in a fire. This rule should be applied to all classes of risks.—Carroll.

Where the Fun Comes In.

If the particular town to be rated has not a previous tariff, the committee, or in many cases the inspector, has an advisory tariff to be guided by. And there is where the fun comes in. For in nine cases out of ten the advisory tariff is strictly adhered to, regardless of the circumstances surrounding the particular risk to be rated, or the locality in which it may be fortunately or unfortunately situated. And the rates so made are of a necessity inconsistent, not equalized and often inadequate. The agents, who as a rule have not been taken into partnership in the transaction, but who may by force of circumstances adopt the rates as a whole to get the rater or committee out of town, begin as soon as the atmosphere is cleared to figure out the inconsistencies. Complaint is made to their re-

spective companies. The consequence is the rates are again tampered with, and concessions are made to keep peace in the family. The work must, under the present order of things, be done hurriedly. And this is a great mistake. I am censuring myself with others, for I have assisted in preparing tariffs and enforcing them, all of which was done in too great haste.—Littlejohn.

It is economy to employ a man who is capable. Competent men are always the cheapest. If you have a loss, place it in the hands of a competent adjuster, and know him to be competent. A theoretical adjuster is a fraud. To be a good special agent, and one that gives value received requires hard work. Ceaseless vigil and toil, a stair climber, a student. There should be a school of instruction opened to teach some of the men who are traveling in the interest of insurance companies.—Carroll.

Perhaps the property upon which we sustain the heaviest losses, for the smallest compensation, is brick buildings with so called fire walls in towns and cities. Year after year these blocks of brick buildings with so called fire walls burn down, and as the flames eat through they tumble over each other until the whole block and often the whole city is destroyed—all from the inability of the supposed fire wall to stand the fire within it. Hundreds of instances could be cited in which the companies have lost millions of dollars, where the rate was computed upon the supposition that fire walls existed and the liability to a large conflagration was at a minimum.—Littlejohn.

This is Scientific Underwriting.

The law of average plays an important part in every business; and in none more than in insurance. The average longevity as it were of certain buildings, certain commodities, of merchandise, certain manufacturing plants, in the various sections of the country is not known as far as premiums and losses are concerned. A few of us selfish fellows imagine we can guess at it from the individual classification record we keep and from our own experience, but not knowing the experience of all the other fellows, which, added to our own, would give us the advantage of the whole average, we are compelled to commence guessing pretty early as to the proper conclusion to arrive at. We may go off the class that has, on the whole, made money for companies which have stood by it for years. On the other hand, we write a certain class for a time, a good profit is shown, and then a boundless rapacity leads us

on to a system of heavy expenditures in procuring the business and competition drives us to lower rates below the profit point, and we are left without knowledge sufficient to enable us to name an adequate rate.—Littlejohn.

One cannot know too much of the literature of fire insurance. Every man who expects to become well fitted for leadership in the business of fire underwriting should know the history of fire insurance from its small beginning to the colossal proportions of this day; the principles upon which it rests, the changed methods made necessary by changed condition, the biographies or pen pictures of the lives of those who have made it what it is, the legislation which everywhere has been enacted to regulate, control or facilitate it and the decisions of the courts in relation to it—not so as to be able to try insurance cases, it is true, but to be thereby reasonably well advised of the rights and liabilities of fire underwriters.—Main.

The Menace of Socialism.

That the state has some right to regulate corporations must be conceded by all. Just where that power ends and the right of the corporations to manage their own affairs begins, is the subject of much dispute. There is no doubt that the state may regulate the rates charged by railroads for the transportation of freight and passengers. It may fix the charges of elevator proprietors, and the tolls of telegraph companies. It may require banks and insurance companies to report the condition of their affairs periodically and examine into their condition, that the people may not be deceived by an apparent show of solvency. But when it is asserted that the internal management and the manifold details of the business of a private corporation may be regulated by statute, the protection of our form of government is menaced and socialism uprears its head.—Sanderson.

Still Working in the Dark.

That we are and have been sadly deficient in regard to an intelligent equalization of rates goes without saying. We have no better method to-day of figuring out a tariff of rates for any particular class or subject, for any stated locality, than twenty years ago, in the days of the old National Board. We have no intelligent fixed basis to commence with, no scientific process of arriving at a rate that can be called adequate for any length of time. We are working partially in the dark. We lack consistency and stability. The public

know it only too well. It is a game of sea-saw, up and down continually. We write a certain class at a certain rate. If a loss is shown for one or two years we either increase the rate or go off the class, which conclusion you will say is logically correct. It would be were it not for the fact that another company may continue to write the same class at a profit for a series of years.—Littlejohn.

Some Claims Scaled by the Mutual Reserve.

The advertisement in a New York paper (says the Insurance Herald of Louisville) recently directed to "widows and others who have accepted reductions of claims or who have claims pending" in the Mutual Reserve Fund Life Association, may result in a harvest. There are complaints of this association's shaving of claims and resisting of claims in every section. A few years ago Insurance had a long list of these. The conduct of the association in several cases in Western Tennessee is brought to light by the advertisement. J. E. Butler of Memphis had a claim of \$2,000 against the association for a policy on the life of his wife, who died in November, 1893. It was compromised for \$1,000 without any charges of fraud being made. Mr. Butler is a retiring, timid man, and a friend who inquired into the case was surprised at the facts. Mr. Butler was persuaded to make demand on the officers of the association and the following is a copy of the letter he sent to President Harper on January 25th, after taking legal advice:

My wife, Ora E. Butler, died November 21, 1893, holding Policy No. 101,522 for \$2,000, in the "Mutual Reserve Fund Life Association," under which I was a beneficiary. On December 16th, Mr. John H. Jewell, claiming to represent the above named company, called on me proposing to settle the claim. I had proofs of loss made out in due form ready to mail you. On inspecting same he said there was no fault to find in the papers, but proposed that I accept one thousand dollars, as a compromise. He claimed no fraud in the case, but said as the company had ninety days in which to pay after receipt of satisfactory proofs of death, the papers could be held the ninety days and then returned to me as unsatisfactory. New papers would then be made out, held by you another ninety days, returned again as unsatisfactory, and so on indefinitely. He said, should I bring suit, the case would be delayed from time to time until lawyers' fees and other expenses would finally cut my claim down so that I would get no more than the compromise offer, which he would pay in cash.

He claimed that your company, as well as all others, would compromise a claim whenever they could, fraud or no fraud, and pay just as little as possible. Being troubled over my recent loss, and

as he gave me no time in which to think the matter over, I accepted the one thousand dollars offered.

Since the settlement, having had time to consider the case fully and investigate the rules of other life insurance companies, I feel that a very unfair advantage was taken of me. The policy having been in force three full years and all premiums having been paid on time, I can see no reason why I should not have received the full amount. Please take the matter under consideration and do me justice, as any insurance company of the size and standing of the "Mutual Reserve Fund Life Association" should. Please answer by return mail as to whether or not you will take up my case again with a view to correcting the injustice.

No answer was vouchsafed to this, and on February 7th, Mr. Butler sent the following to Mr. Harper:

Inclosed please find a copy of a letter I wrote you January 25th, which explains itself. Not having had a reply to it as yet, I presume you did not receive it.

Since the above mentioned letter was written I heard from a friend that you are offering one thousand dollars reward to any one who will name you a case in which you have failed to pay a just claim promptly and in full. If you have ever had a just claim mine is one, and it demands your attention if you expect to continue business in this city.

Still no answer was made. Finally a friend of Mr. Butler's, who was a life insurance man and understood his rights under the policy, called on a number of prominent policyholders of the Mutual Reserve in Memphis and laid the facts before them. They wrote to President Harper and complained to the local agent of the association. The result was that the outrageous fraud got into the papers, and the association sent a special agent to see Mr. Butler. The special agent agreed with Mr. Butler's lawyer that if suit was withheld the association would pay up. It did pay up, but Mr. Butler had to pay lawyer's fee and cost of collection in order to get his honest claim.

Mrs. A. E. Stanley, widow of J. B. Stanley, of Memphis, heard of the Butler claim, and in a suit against the association made public the fact that she had been defrauded out of part of her claim on her husband's policy in a similar way. The policy was in the sum of \$5,000 and the same adjusting agent had persuaded her into a compromise by which she was to receive a lot at Alligator Lake, Miss., worth \$500, for the policy. When she protested the agent threatened her with criminal prosecution. Mrs. Stanley was greatly alarmed, not knowing her rights, but the Butler case gave her a clue, and as soon as suit was entered and the case got into the newspapers the association paid the claim.

There was still a third case at Memphis, wherein Mrs. Paoli, who had a claim of \$5,000 on her husband's life, was compelled to wait six months. She then filed a notice of suit and the association compelled her to compromise for \$3,000. She accepted this rather than go to the expense of a suit. In answer to the question as to what grounds the association would contest upon, the agent said it was on the point that Mr. Paoli, knew he had heart disease when he took the policy. Yet he had passed the required examination by the association's physician.

Policies belonging to the Roote family were also scaled one-half.

Those familiar with the application blanks of the Mutual Reserve know that any claim can be contested under the technical traps with which the instrument abounds. There are complaints from other points in the South. All in all the Mutual Reserve's record as a claim-shaver and contester is not savory.

A Humorist on Life Insurance.

"Bill" Nye is developing a "quieter" vein of humor, which may win for him new admirers. His contributions to the solemn daily press are now seasonable as well as highly seasoned. There was a whole lecture in his "payment of war prices for slumber" in palace cars. A dearth of subjects suggested insurance, and Willie polkaed down a whole column, poking fun at fire adjusters. Later he was Nye laughing himself sick over the recollection of his medical examination by a life insurance company on Manhattan island. We make room "inside" for a few slices of Mr. Nye's peculiar humor. The whole melancholy melange can be found in the Sunday and other religious papers of October:

* * *

I was examined three years ago at the general office of the Mutual Endowment Widows' and Orphans' Dream of Wealth Insurance Association in New York, and quite a number of extremely personal questions were asked by a handsomely dressed physician, who only partially concealed his scorn when he noticed that at the elbow of my red medicated flannels a September twilight on the French Broad river had been worked with lemon colored Germantown wool.

He asked if pimples had ever shown themselves on my grandfather's side. I said no, which was true, although I was careful not to say that he had a rising once at the base of the clavicle. I considered that fair, as I was

there to answer questions and not to volunteer information.

* * *

"Did hernia ever break out in your family, and, if so, how far back?"

This was the next question, and coming as it did from a man whom I did not know from Adam's off ox, as the saying goes, I flushed up to the roots of my hair and told him that my grandfather while trying to move a barn had incurred hernia, but as to how far back it was I regarded that as nobody's business, and I would shrink from saying so even to a well-dressed man in New York city.

He also gave me a little auscultation to see if the swallows had been nesting in my broncho tubes, as I understood him.

* * *

"Are you a habitual drunkard, or have you ever been such?"

This question I answered in a guarded way, yet truthfully. Once I was invited to visit a neighbor about eleven years ago to try some doughnuts and cider made on the place.

I now look back upon that evening with shame and sorrow.

Little did I dream then that I would have to say anything about it in after years in order to get my life insured.

The cider was made of Siberian crab-apples and placed in a brandy cask which was not thoroughly renovated. Some two or three quarts of the brandy had been allowed to remain in it, and then the weather turned in to be cold, freezing the cider solid, leaving in the center a dose of distilled spirits of a peculiarly restless and felonious nature. I remember driving home in the crisp frosty moonlight, but I did not unharness the horses until the following day.

The following day a special providence brought on a merciful snowstorm, which wiped out the tracks I made on that memorable night.

* * *

The examining physician inquired if I had ever had delirium tremens or discharge of the ear. I have not, though I had a discharge from my employer twenty years ago, but it did not become chronic, and to-day I regard myself as perfectly recovered from it.

* * *

A GRAY AND DECREPIT FRIEND.

I was asked age of grandparents, if living, and answered that if living maternal grand-

parents would be respectively 120 and 114: paternal grandparents, 118 and 112.

Now the company is trying to crawl out of the policy on the ground that my grandparents were not living at all. I did not pretend that they were living. I said that if living they would be those ages. I hate a corporation that wants to back out after it has made a fair and square trade that way.

Is it not disgraceful, after asking me all about my private affairs and personal habits—things that I never have told any one, not even my dearest friend on earth—that an insurance company, claiming to stand with a large umbrella spread so as to keep off the storms of adversity from the helpless heads of widows and orphans, should seek to crawl out of so small a hole as that?

Life Insurance Notes.

The ideal life policy has yet to be framed.

The Connecticut Mutual Life Ins. Co. now has over \$62,000,000 assets.

If you believe in forfeitures the assessment company is what you are looking for.

The Northwestern Mutual Life Ins. Co. of Milwaukee doesn't deal in railroad bonds.

Only a little over one per cent. of the assets of the Ætna Life Ins. Co. is invested in real estate.

The Washington Life Insurance Company of New York has passed the 13 million post in assets.

When is the Metropolitan Life Ins. Co. of New York going to establish an agency in San Francisco?

Of the 16 millions of assets of the Travelers Ins. Co., only a million-and-a-third is invested in real estate.

The Provident Savings Life Assurance Society's premium income has doubled in the last five years.

Every life insurance company has some special excellence on which it may properly "plume" itself.

On January 1st the books of the Home Life Insurance Co. of New York will show nine millions of assets.

There is no such thing as cheap or dear life insurance. If there is genuine insurance the cost is substantially the same in all companies. The price varies according to the plan. Half price means half pay.

It is probable that the Equitable Life Assurance Society of New York now has a billion of life insurance in force.

The Connecticut Mutual's mortality cost during the last thirteen years has been only 79.8 per cent. of the expected.

Of 10,000 adults who died in New York, only one-third left any estates, and the most of those were less than \$1,500. Moral: insure your life.

The successful life insurance agent can write business for any company; but he prefers to write it for the company that pays him the biggest commission.

The experience of the Scottish Equitable Society with female lives is valuable. The actual deaths exceeded the expected deaths from age 27 to age 46.

One-fourth of the population of Great Britain is insured in one prudential life insurance office. This form of insurance has a great future in the United States, too.

Bayard T. Smith, a "lightning solicitor," formerly of San Francisco, who mortgaged his wife's property for \$25,000 and disappeared, is now reported to be in Detroit, at work once more, under the name of Bayard Stewart. His general reputation is very bad.

The business of the Manhattan is increasing right along. That was a notable increase of \$3,000,000 last year. The corps of agents rendered signal service, and now the flag of the United States signal service flies from the top of the lofty Manhattan Life building in New York.

The Northwestern Mutual Life has decided not to publish a scale of cash surrender values. The company will pay liberal cash surrender values, but will not encourage withdrawals by publishing the scale. We wonder what has been the experience of the companies which print surrender values on the policy.

For nearly five years the National Life of Vermont has been writing insurance on women's lives without any discrimination in rates. But the company declines to insure female lives under age 20, women in pregnancy or in lactation, and married women until after birth of the first child or until five years after marriage. Objectionable female applicants are those who apply for the benefit of their husbands or mere strangers; those who are not self-supporting or in receipt of private incomes; and those over forty-five who have not passed the period of menopause.

The British government postal life insurance department is twenty-nine years old and has only 9,600 policies in force, insuring \$2,840,000 only. The prudential companies are preferred by the people of Great Britain. Where there is no offensive monopoly, government industry is not wanted there nor here.

The ex-directors of the Home Benefit assessment company of San Francisco have been sued by a widow whose claim is unpaid. The directors are charged with misappropriating the funds of the association. When business men lend their names to such schemes they must "grin and bear" some sad consequences.

Hints for Life Insurance Agents.

A good canvasser must have good health.

Hard work is better than "peculiar knack."

A stout heart in life insurance canvassing is better than a brass front.

Go straight to the heart of the matter. Don't beat about the bush.

Rest assured that misrepresentation will be detected, and that there is a penalty.

The man who has declined to insure ten times may consent on the eleventh trial.

The solicitor should never linger too long in one town, nor return before he is welcome.

Write within the limit of the applicant's means and you have made a friend of him for life.

Don't divide your time with some other business. You will neglect life insurance if you do.

If the solicitor anticipates a rebuff, and shows it in his manner, he will be sure to receive it.

Be thoroughly posted about your own company, and scarcely less so about competing companies.

To believe in life insurance, and to talk as if he believed in it, the solicitor should have his own life insured.

Be generous when you discuss your competitors, and the canvasser will be generous with you. Like begets like.

The man who already carries a policy may take out another; or at least he may be relied on to say a good word as he introduces the canvasser to a "likely subject."

In canvassing, letters and circulars are merely introductory. Personal work, face to face soliciting, alone effects anything.

Every good risk can be insured. Work is necessary, hard work sometimes, to be sure; but faith in success supplies all needed resolution and energy.

Silence is often more effective than loquacity. The right thought may come to you in a moment of silence. There is such a thing as "talking a man to death."

Don't ignore the poor man, but don't waste time on him. It takes a bushel of arguments to inspire the confidence of a man with a very small income. He is likely to think that all corporations are robbers.

If the solicitor is caught in a falsehood his "goose is cooked;" and he is a too clever solicitor who can lie without being caught. Stick to the truth. Life insurance does not need to be bolstered with falsehoods.

Don't approach a man as if you were in doubt. Don't talk to him as if you felt that he probably didn't need or didn't have confidence in life insurance. He may conclude that he doesn't need it, or that there is some ground for distrusting it.

Look at your man. Is he a good risk? Is he in good health? Is he in receipt of a decent income from his trade, business or profession? Then he is your man—the man you are looking for. He is a fit subject for your arguments. He can be insured.

James M. Harcourt.

An "Architect," Contractor, Builder, and "Insurance Appraiser."

Office: 106 Leidesdorff St., or 420 California St., S. F.

The "gentleman" above named has been and is now posing as insurance appraiser in addition to his other "qualifications." The only reason for his name appearing in these columns is that we are of opinion that if our fire insurance managers will look up his past record his name will not appear on any loss papers on this Coast. The Coast Review has information which justifies it in giving this warning.

GAS EXPLOSION.—On policy providing against liability for loss caused by explosion of any kind, unless fire ensues, and then for fire damage only, no liability exists for damage occasioned by an explosion of gas ignited by a match.

Marine Companies Represented in San Francisco. Statement of January 1st, 1894.

| Name. | Location. | Organized. | Begin Business. | Paid Up Capital. | Assets. | Net Surplus. | Premiums. | Losses. |
|----------------------------|--------------|------------|-----------------|------------------|-------------|--------------|-----------|-------------|
| Alliance | London | 1824 | 1881 | \$1,000,000 | \$2,487,540 | \$1,105,445 | \$806,465 | \$0,000,005 |
| Austrian Phoenix | Vienna | 1860 | 1893 | 800,000 | 1,752,120 | 61,110 | 130,287 | 143,631 |
| *Associated Assurance Co's | Germany | 1893 | 1893 | 550,000 | 2,408,000 | 103,843 | 703,850 | 380,803 |
| †Bavarian Lloyd | Munich | 1860 | 1893 | 250,000 | 571,282 | 25,246 | 438,800 | 200,145 |
| Boston | Boston | 1873 | 1882 | 1,000,000 | 2,791,764 | 1,126,079 | 1,053,875 | 947,739 |
| †British and Foreign | Liverpool | 1863 | 1864 | 1,303,820 | 7,383,592 | 4,778,200 | 2,066,641 | 2,011,212 |
| Canton | Hong Kong | 1881 | 1882 | 500,000 | 2,075,172 | 1,143,350 | 2,066,641 | 407,013 |
| China Traders | Hong Kong | 1865 | 1871 | 600,000 | 2,135,032 | 1,285,620 | 751,184 | 388,052 |
| *Federal | Zurich | 1881 | 1889 | 200,000 | 601,037 | 83,872 | 588,401 | 387,000 |
| †Fonciere | Paris | 1879 | 1880 | 1,250,000 | 2,850,000 | 617,462 | 1,519,303 | 1,085,830 |
| †Frankfort. | Germany | 1865 | 1893 | 312,500 | 1,031,419 | 328,194 | 366,703 | 216,049 |
| Indemnity | London | 1824 | 1888 | 1,005,000 | 3,841,535 | 2,348,427 | 1,850,100 | 1,094,628 |
| London and Provincial | London | 1860 | 1879 | 500,000 | 1,328,203 | 574,258 | 813,500 | 541,161 |
| Mannheim | Mannheim | 1879 | 1884 | 500,000 | 1,450,532 | 546,744 | 808,126 | 641,383 |
| Man On | Hong Kong | 1881 | 1881 | 500,000 | 801,364 | 215,230 | 300,120 | 129,282 |
| Marine | London | 1836 | 1877 | 900,000 | 5,669,283 | 4,566,676 | 1,116,853 | 579,762 |
| Maritime | Liverpool | 1864 | 1874 | 500,000 | 1,725,064 | 751,842 | 800,000 | 670,637 |
| *National | London | 1882 | 1883 | 500,000 | 749,861 | 33,288 | 708,204 | 515,370 |
| North China | Shanghai | 1863 | 1876 | 600,000 | 1,046,466 | 319,481 | 400,339 | 180,302 |
| oOcean | London | 1859 | 1877 | 500,000 | 2,175,174 | 1,443,864 | 1,031,105 | 655,200 |
| On Tai | Hong Kong | 1877 | 1877 | 416,666 | 958,756 | 527,042 | 262,082 | 110,010 |
| Reliance | Liverpool | 1881 | 1881 | 500,000 | 1,332,380 | 694,410 | 542,102 | 347,185 |
| Sea | Liverpool | 1875 | 1876 | 500,000 | 3,072,250 | 1,605,442 | 1,004,792 | 720,208 |
| Standard | Liverpool | 1871 | 1881 | 500,000 | 1,540,214 | 670,267 | 418,937 | 208,875 |
| *Swiss Marine Combined | Switzerland | 1858 | 1874 | 800,000 | 2,914,615 | 1,163,651 | 1,307,000 | 800,053 |
| †Thames and Mersey | Liverpool | 1860 | 1876 | 1,000,000 | 6,200,114 | 3,947,178 | 1,453,408 | 1,014,042 |
| Transatlantic | Berlin | 1872 | 1873 | 227,700 | 580,630 | 107,358 | 380,000 | 172,143 |
| Union | Hong Kong | 1835 | 1883 | 250,000 | 2,085,236 | 1,490,632 | 1,402,772 | 513,615 |
| Union | Liverpool | 1863 | 1874 | 817,500 | 4,188,590 | 2,116,620 | 1,202,115 | 900,378 |
| U. S. Lloyds | New York | 1872 | | 620,813 | 906,142 | 76,436 | 408,022 | 250,535 |
| Universo | Milan, Italy | 1869 | | 600,000 | 698,501 | 9,227 | 242,508 | 150,644 |
| *Wilhelma | Magdeburg | 1872 | 1892 | 750,000 | 5,668,537 | 447,508 | 163,404 | 112,047 |
| †Yangtze | Shanghai | 1862 | 1866 | 228,214 | 553,734 | 275,375 | 178,076 | 70,689 |

*Gutrie & Frank, agents

†Voss, Conrad & Co., agents

‡Balfour, Guthrie & Co., agents

§Mann & Wilson, agents

¶H. W. Syz, agent

|| Wm. Greer Harrison, agent

°H. M. Newhall & Co., agents

A marine business is also transacted by the
 (Fireman's Fund, Home Mutual, Sun of San Francisco, Commercial Union, Prussian National,
 Ins. Co. of North America, Providence-Washington, St. Paul, New Zealand, Western.

Marine Business of Fire Offices.

| <i>American.</i> | <i>Premiums.</i> | <i>Losses.</i> |
|---------------------------|------------------|----------------|
| Fireman's Fund | \$ 234,031 | \$ 120,125 |
| Home Mutual | 34,226 | 24,715 |
| Ætna | 234,170 | 163,224 |
| Delaware | 255,918 | 270,717 |
| Greenwich | 162,238 | 136,231 |
| Home, N. Y. | 183,522 | 137,832 |
| Ins. Co. of N. A. | 1,928,611 | 1,768,119 |
| Niagara | 50,566 | 28,788 |
| Orient | 103,289 | 78,428 |
| Provi.-Washington | 370,678 | 317,670 |
| St. Paul | 296,376 | 330,920 |
| Tutonia | 30,027 | 19,918 |
| United States | 20,642 | 7,008 |

Foreign—

| | | |
|----------------------------|------------|---------|
| British America | \$ 109,300 | 93,896 |
| Commercial Union | 189,777 | 137,285 |
| *London | 1,303,844 | 982,349 |
| *New Zealand | 525,381 | 372,298 |
| *Royal Exchange | 495,878 | 501,013 |
| Western | 369,773 | 323,917 |

* Home office figures.

With Our Exchanges.

An exchange speaks of the deceased Burlington as having "laid down." Laid down what?

A recent number of the Weekly Underwriter contained three Pacific Coast news items, not one of which was true.

Now that the election has been held the editor of the Weekly Underwriter will resume the discussion of insurance topics.

The Australian Financial Gazette is the only paper down there which, seemingly, is alive to the existence of fraudulent life insurance schemes in the Colonies. It exposes the Mutual Benefit Society of Australasia, and denounces John Nicholls, F. F. I. A.

When the Coast Review was busily engaged in exposing the rotten condition of the Mutual Benefit Life Association of New York, now dead, and predicting its failure, the insurance press was "conspicuous for its silence." The only paper that cudgelled the fraud was the Daily States of New Orleans.

The following interesting paragraph is by Persiflage in our light and airy contemporary, the American Exchange and Review:

Using "a" as the symbol of "susceptibility to damage" we have thirteen differentiations. . . Let us take one-fifth of each mean as the measure of consequential loss, which postulations give two columns of rates. . . which do not define the differences in the eventualions of consequential loss, but they give gen-

eral limits. If the rate of the consequential loss. . be not .0003, what is it? If the rates. . with opposite descriptions of non-combustive damage be not alike .0008, by how much do they differ? Does the "susceptibility to damage," apart from the physical and chemical effects of flame, ever reach .0025?

The Insurance Monitor for October contains Mr. Hine's paper on the "Jew in Fire Insurance," and his reply to his critics. The Golden Gate gives Mr. Hine "A Ju-dicious Tip," as follows:

One C. C. Hine receives a line
Of cordial invitation,
To read the boys an essay fine
At their Association.

Arriving there, a peck He brews
Of trouble all semitic,
And for his views he gets the Jews
All on him as a critic.

O, brother Hine! when next you deal
With such a topic tender,
Be sure the fact you charge Is real
Against the right offender.

Or else (excuse the gentle hint,
From your good friend the Parson,)
They'll sit on you so you'll record
No further case of ars on.

Max Cohen fires some foolish talk at Mr. Hine. Mr. Straus of Richmond, Va., has so far presented the only sensible answer to Mr. Hine's criticisms. The substance of it is that the proportion of Jew mercantile risks in cities is far ahead of the proportion of Gentile risks of the same class. This has been the Coast Review's idea. Take a given number of low-class risks, made up chiefly of foreign-born small shop-keepers and pedlers. Find the percentage of Jews to the whole, then find the number of fires and the percentage of "Jew risks" burned, and the deduction to be drawn therefrom may be entirely different from the uncomplimentary ones of "The Patriarch." Mr. Hine's figures are valuable, however, and his motives may well have been creditable to him as an insurance journalist, however unjust his conclusions may be. Now let somebody, more interested in this matter than we are, make such a compilation as we have suggested. It will put an end to the controversy.

LIABILITY FOR DAMAGES FROM SMOKE OF LAMP.—An insurance policy against all direct loss or damage by fire does not render the insurer liable for damage caused by the smoke

and soot of lamp whose flame accidentally flared up above the lamp chimney to a height of three feet or more.

The Commercial Alliance Life Ins. Co.

This company began its career as a natural premium company with a borrowed name (Commercial Union). It subsequently amalgamated with the National Alliance hat-passer, and changed its name. Enough capital was subscribed to enable it to do business as a regular insurance company. The hard times hurt it, and its reinsurance of several hat-passers aroused well-founded suspicion as to its condition. The end is a receiver and dissolution.

Supt. Pierce of the insurance department of New York has reported the company's condition on June 30 as follows:

| | |
|--|-----------|
| Admitted assets. | \$272,230 |
| Reinsurance reserve. | 253,012 |
| Outstanding policy claims. | 139,500 |
| Deficiency as regards policyholders. | \$120,282 |

The report for Sept. 11 shows outstanding policy claims of only \$97,500, and a deficiency of only \$76,115. The company ought to be able to revise this, and begin anew, with the resolution to never again reinsure an assessment association.

Since the above was written, Wm. H. Willis has been appointed receiver.

Physicians' Bad Spells.

A chief medical examiner for a life office writes an amusing paper on local examiners' reports, in which he gives many examples of "bad spells" afflicting, not the applicant, but the examining physician. As homeopathic physicians are seldom appointed examiners, the members of that school will enjoy the following specimens of the gross illiteracy of the "educated" allopaths and other "orthodox" physicians:

In describing an applicant's race the examiner covered the ground fully when he wrote *European whit*, and he was much more lucid than was the doctor who wanted to know "if we could accept a risk with a little Indian in him!" And he did far better than one who asked "if the negro ever runs out enough to be acceptable?"

The occupation often throws doubt on the risk, particularly when the trade is *dying*, as was that of one man.

A *retale* dealer is not so bad; though the lowest depths of graveyard insurance are typified by a member of the salvage *corpe*.

A *growrie* clerk is all right, and so is a *plaster* who plasters (when he is not too porous).

One man had nothing *hereatary* in his family; and one cannot *accertain* *perlickelars*. An examiner, evidently afflicted with coryza, speaks of *applican's grandparens*.

One doctor has known applicant since he has *growen* up; another is an "*intamate acquaint-ance*." One has *freaquantly* met the party; and another has "given the *co* the *igzaet* facts." One doctor cannot *illicite* information.

One man is very light weight, "because he is *loosing* so much *sweet* this season of year"—and sugar advancing right along, too!

One man was hurt in a R. R. *reck* and began *spiting* *blud*: had 4 or 5 of *thoes speals*—the *ingerury* was not bad.

One rascally fellow *dissembles* his father!

Athletics and Heart Disease.

From time to time this subject crops out in the columns of the insurance press, when "copy" is scarce. The conclusion of the discussion by the dyspeptic editors, who accumulate fat in easy office chairs, is that hard exercise is injurious. Measured by their feeble standard, all wholesome exercise is dangerous, and all forms of athletics are violent.

We recollect that when Senator Conkling, who was nominally an athlete, died, at an advanced age, after exposure to a cold storm in New York, there was a renewal of this foolish talk about the injurious effects of athletic exercises. The senator had exposed himself to the blizzard through choice or necessity, and no doubt suffered serious consequences, but a less strong man would have perished the sooner. The logic of the athleto-phobists would have been less lame had they argued that if the senator had not been made strong by exercise he would not have ventured into the storm.

We shall not contend that really violent exercise, long persisted in, is not injurious. We are ready to concede, without statistics, that violent exercise in exceptional cases injuriously affects the heart. But we do contend that athletic exercises generally are not violent; and that while occasionally life is thereby shortened for imprudently ambitious young men, the average longevity of a group of athletic men is greater than a similar group of non-athletic men. Moreover the average enjoyment of life by the former group is far higher than that of the latter. The athletic men sleep soundly, have better appetite, eat more, are in better spirits, and are more likely to look on the bright side of life.

Modern athletic games and exercises are laying the foundations of a better and stronger race. Physical degeneration need no longer be feared. Violent exercises will only "weed out the bad risks;" moderate exercises will develop a manly race, to take the place of the cigarette-smokers whom "the gods have made mad" in order to destroy.

What the Business Man Does Not Know.

The Coast Review has several times called attention to the fact that the average business man, however keen-witted in his own line, is an easy prey to the impostor who "promotes" some swindle in a line in which the sharp business man has no experience. Perhaps the overweening vanity of the business man makes him an easy victim. In the palmy days of marriage dowry and assessment life insurance frauds the leading men of business could be relied upon to lend their names in support thereof, for a nominal consideration sometimes, but as a rule because they were the dupes of specious logic and twisted figures. A recent illustration of the incompetence of business men in untried ventures is presented by a large social club, which thought it more prudent to turn the management over from the literary and professional members to the business-men members. The former, it was gravely alleged, were naturally impractical; the latter were practical common sense men, who could be safely trusted to manage the affairs of the big club in "a business-like way." The result was decidedly unfortunate. The "business management" ran the club in debt. They made a building contract which "them literary fellers" would never have seriously considered, and which was impossible of fulfillment. The result was the forfeiture of thousands of dollars. This instance is cited that we may draw anew the moral: do not trust in the endorsement of any insurance or other enterprise by "prominent business men." Investigate for yourself.

Strange Accident Suit.

Suit is being brought against the United States Mutual Accident Association to recover amount of a policy on the life of a man who died under the following singular circumstances: A man took out an accident policy in that company for \$10,000, made payable to his wife. Having borrowed money from his partner in business, he was induced to transfer this policy to his creditor as security. This man then employed a negro, who for a

fee of \$300 murdered the person who was insured. The negro confessed his guilt; the real murderer, the one who inspired the crime, was put in jail where he committed suicide. The negro was sentenced to life imprisonment. The widow now claims the amount of the insurance.

Old Mill Plants.

Editor The Coast Review:

The Wood Worker of Indianapolis, Ind., in speaking of the value of "old mill plants" in the October number, says:

"The point sought to be made is just here: After a saw mill and logging outfit has done all the work for which it is built, it is dead capital, or at most becomes a hand-me-down property, unless the owner has other holdings of timber lands to which he may wish to move it. But even in that event it will still be second-hand, with only a portion worth removal. Cut stone foundations, grading for log and lumber yard, mill frame, siding, roofing and hand-planed timbers will hardly pay for moving. All new would cost but little more and be better fitted for any changes in plans found desirable. Much of the machinery would become antiquated and worn out.

"Of course it is all well enough to say a saw mill should be as good the last day it runs as the first, but is it possible to keep it so without practically a constant rebuild to keep up with improvements? At the best, if sold as second-hand, it must be only the bare machinery, and that at a second-hand price. It is nonsense to say, as I saw it said in a lumber paper lately, that a mill can be run ten years and be as good the last day as the first. It is contrary to both science and practice. Iron and steel, under the heavy work and strain and vibration of a saw mill, will undergo structural changes which no repairs can prevent or remedy."

Underwriters should give the above consideration in placing lines on antiquated plants. If a practical millwright were sent to inspect and report on the risk at the expense of the assured, much expense in adjustment, to say nothing of the lessening of "frictional fires," would be apparent in the Northwest. Some may think that the assured would object to the expense, but there is as a matter of fact scarcely an honest mill man who would not gladly pay the tax and know what to expect in the event of a total loss, and the assured with a hand-me-down plant could not then "draw a prize" every time he had a fire.

"Esq."

The Editorial Note Book.

The family man who does not insure his life is a gambler. He takes chances which only a gambler is ready to take. He pits the value of his life to his family against the amount of the yearly premium. The gambler is essentially a selfish man.

* * *

If advertisers in insurance journals realized how many business men are shown copies thereof by solicitors they would give more thought to the preparation of the advertisements. A good deal that is striking and characteristic of a company's methods can be said very briefly, and in a way which will leave a good impression. Almost every office has some feature of which it is justly proud, such as age, origin, policyholders' surplus, losses paid, conflagration record, which may be displayed in a "taking" catch-line. Every "ad" in an insurance paper should be so framed as to bring out salient points for the property-owner, as well as for the insurance man; and it should not be forgotten that the "ad" may be of special service for reference purposes.

* * *

There are so few life insurance cases in the courts that lawyers may be pardoned for any ignorance of life insurance law. We are tempted to abandon this portion of our digest of legal decisions. The fact is, the percentage of resisted life claims is infinitesimally small.

* * *

A Massachusetts town of 14,000 people (Pittsfield) has organized and maintains at its own expense a "fire patrol" or protective company, which is said to do some very effective work. The cost averages only \$300 a year. Fifteen active young men comprise the company, and they are sworn in as special policemen. Pittsfield sets an example which should be followed generally. The cost of the protective plant need not exceed \$700. Every Pacific Coast city should be provided with a similar protective company duly equipped with wagon and covers. The Pittsfield experiment demonstrates the feasibility of the idea.

* * *

The average rate in New York state is .68, the lowest in the Union. The fire underwriters lose money in the so-called Empire State, and still fight for a share of its business. The rate in Texas is the highest of all the large states; but the fire underwriters

lose money in Texas, scramble for a share of its unprofitable business, and can not secure unanimity enough to enforce an equitable co-insurance clause.

* * *

The prominent man who lends his name to a wildcat insurance scheme, as the Lloyds, is no better than a bunco-steerer.

* * *

A marriage dowry association was started in Pennsylvania in a German community. Results: All the German girls of marriageable age joined, the German boys immediately married them, and the association was forced to suspend.

* * *

Stated in round numbers the life insurance companies of the United States have \$1,000,000,000 assets, or about \$600 per policyholder. The surplus funds are \$117,000,000, or \$69 per policyholder. Six hundred dollars per policyholder is not a large amount of average sinking fund to meet an average obligation of \$3,000, nor is an average of \$69 surplus, or a little over 10 per cent., a very large sum to meet fluctuations in interest earnings or the death rate.

* * *

Taxes on fire premiums, and extraordinary license taxes, are special taxes on the owners of combustible property, for the benefit of tax-eaters and speculators in unimproved real estate. The merchant and the householder "pay the freight."

* * *

The Pennsylvania supreme court has affirmed the constitutionality of the law which prohibits fire underwriting but allows marine underwriting by individuals. A federal district court had previously declared that the law is obnoxious to the fourteenth amendment to the constitution of the nation, providing that "no state shall make or enforce any law which shall abridge the privileges or immunities of citizens of the United States." The interested Lloyds will probably appeal the case to the federal supreme court. The California law is a fair one. It allows individuals to transact an insurance business under the same conditions as corporations; and it would seem that under the constitution they have the same rights, excepting where, as a matter of public policy, the community as a whole engages in business for its own benefit. The absurd Pennsylvania decision may afford

protection from irresponsible Lloyds, but it does not protect the people from a horde of equally irresponsible fire mutuals.

* * *

Some of our contemporaries are making "odorous" comparisons between the negro and the white risk in life insurance. Statistics show that the mortality rate among the insured blacks is higher than among insured whites. There is therefore no occasion for any further discussion of the matter, except with a view to increasing the premium rate. The colored folk, in the North at least, where many of them are in receipt of good incomes, should be afforded the protection of life insurance, but should be placed in a class by themselves, as female risks have been. The colored brother's money is as good as anybody's, though in prize-fighting circles there seems to be some objections to the money of Mistah Petah Jackson, the champion of all the world, except America.

* * *

It has been suggested that losses be made payable corresponding to the time intervening between the issuance of policy and payment of premium. Thus, if cash is paid on receipt of policy the loss is payable within thirty days. If the policyholder takes three months or six months to pay his premium he does so with the knowledge and consent that any claim under the policy becomes due in a corresponding time. Such a rule would be equitable, and it would make policyholders pay up promptly.

* * *

To exert a good effect tariff organizations should promptly lower rates when substantial improvements are made in the fire protection. There is an impression that this is seldom done, while rates are invariably raised when there is retrenchment in fire departments or any decline in the fire protection. The ill-considered generosity of the underwriters is partly responsible for this; for too often they delay a just increase of rates on the promise of the authorities to improve the fire protection. When the improvement is finally made the threatened increase is forgotten, and the people are indignant because rates are not lowered. The people are right, for it is incredible that good business men, such as underwriters are supposed to be, should write business for months when the fire protection was notoriously bad at the same rate as when the fire protection was satisfactory. The

legitimate conclusion is that the rates were too high when the fire protection was good, and the underwriters knew it. There is need of more consistency in this matter.

* * *

Do you wear boots? We heard an Eastern man say, the other day, that the only men in San Francisco who wear boots are pioneers and underwriters. For the instruction of our foreign readers we will add that boots as distinguished from shoes have long leather tops. They are much "affected" in snowy lands. We are inclined to think that the survival of the boot habit among San Francisco underwriters, who all are Eastern men, may be accepted as additional proof of the conservatism which contributes so much to the maintenance of rates and sound practices in the Pacific Coast territory.

* * *

We cannot reasonably expect to sell unless we buy.

* * *

The recent elections will doubtless have a tendency to arrest decline in values, in-so-far as uncertainty gives place to certainty as to future legislation. The merchant can afford to "stock up."

* * *

The Colorado insurance report is a model in some respects. It is nicely printed and thoroughly indexed, and contains complete statements of companies and lists of agents. The printing of this report cost a good deal more money than the California report did; but it is some slight return for the money paid by the insurance companies for state "supervision." The receipts of the Colorado insurance department are astonishing—\$13,742 from fire companies, \$21,346 from life, and some \$5,000 from accident and miscellaneous companies—nearly \$40,000 in one year. The expenses of the office were less than \$9,000—the state treasury gets the remainder. What do the insurance companies get for their money? Not protection. The insurance superintendent admits that he can not check the fraudulent and law-defying Great Western Mutual Aid Association. The people have not been protected. Weak and impaired fire companies and rotten assessment companies have been admitted to Colorado.

* * *

The present insurance superintendent of Colorado has been doing a "land office busi-

ness," though just where he is the gainer is not clear. Is he paid a percentage of the receipts? Neither his name nor official title appears in the printed list of expenditures, so we conclude he receives a commission and is custodian of the funds. Hence these periodical hold-ups of responsible companies. We observe in the Colorado report of this year that twenty-six life insurance companies paid to the Colorado department last year \$21,346. Policyholders have to pay this big bill, in the shape of reduced dividends. The companies should make the Colorado policyholders pay this bill. Among the larger contributors to the support of Colorado politicians last year were—Equitable, \$4,176; Mutual Life, \$2,178; New England Mutual, \$1,008; New York Life \$4,536; Northwestern Mutual, \$2,246; Travelers, \$1,213. Take Debs' advice when you visit the Colorado insurance department. Justice, however, requires us to add that the law requires the department to collect from every company two per cent. of its net premium receipts. But the law doesn't require the department to make needless and expensive "examinations" of solvent companies of which there has been no hint of impairment.

* * *

It is a remarkable fact that when the State Investment was reported to be in a bad way indeed, and the California insurance department had declared the capital stock of the company impaired, only one other-state commissioner took advantage of the situation and levied tribute. Even Colorado sent no examiner-mosquito with a long bill. Shall this astonishing fact be written down to the credit of state supervision, or shall we hint that the Colorado, Montana and Missouri commissioners had previous engagements? As stated, one insurance commissioner scented his prey from afar off and quickly descended from Minnesota. He "thoroughly" examined the affairs of the poor State Investment. We have his word for it. The Minnesota expert found the company to be perfectly solvent, and he declared with some show of feeling, that the California insurance department had been too severe in its examination. The State Investment never paid a bill more cheerfully than that of the Minnesota insurance commissioner. Pronounced solvent, it was then impaired a quarter of a million dollars, and soon thereafter it was placed in the hands of a receiver, who found that the only assets of the company consisted of a home office property, mort-

gaged for nearly all it was worth. A shameful record! What have you to say, Messrs. Harvey of Missouri and Hollingsworth of Texas, and what matters it what you say, in behalf of state insurance supervision, in the face of a discreditable record like this? Need we mention the Ins. Co. of Dakota, the St. Paul German, the Columbian, the Home Benefit of San Francisco and the Mutual Benefit of New York—all pronounced solvent by insurance commissioners when insolvent.

Cascade Reminiscence.

M. J. Gordon is a candidate for an office in Washington, and his political opponents have raked up his connection with the defunct Cascade Fire Insurance Company of Seattle. He became a subscriber through Robert Burns, and gave his note for \$1,250 with the understanding that it was not to be paid. In *Page v. Cascade* Mr. Gordon gave some rare testimony. We make the following quotation in order to show how wildcats are organized in the Northwest:

Question.—Were you ever a stockholder in the Cascade Fire Insurance Co. of Seattle.

Answer.—I was. It was through an arrangement of negotiations with Robert Burns. He desired me to subscribe in order to help the company upon its feet, he would arrange it so the stock would be non-assessable, that I would not have to make any payment; that if I would give him the note for, I think it was 25 per cent. of the stock, he would endorse upon it that it was not to be transferred, but to be held; that thereafter, as soon as they could get the company upon its feet and get a license from the commissioner of insurance to do business, my note would be returned and the stock canceled. In other words it was for his accommodation and for the accommodation of the company, to enable them to get started to get a charter and doing business.

Connecticut Indemnity Association.

Attorney J. P. Goodhart of New Haven has brought suit against the Connecticut Indemnity Association of Waterbury in behalf of his client, Miss Jessie Mehan, for breach of contract. The plaintiff's sister, Mrs. Isabella Williams of Newhaven, took out a \$1,000 policy with the defendant corporation last September, naming the plaintiff as beneficiary. In November Mrs. Williams died. After waiting 90 days it is alleged that the company's agents called on the plaintiff and informed her that her sister had died from a condition that if known would seriously reflect on her character.

They claimed, it is alleged, to have received this information from the attending physician, Dr. Converse. With this as a lever they, it is alleged, induced the plaintiff to settle the face value of the policy for \$400. Miss Mehan then interviewed Dr. Converse, who told her that the story was a fabrication. The suit is to recover the balance of the policy and costs.—Springfield Republican.

Assessment Insurance Matters.

Suggestive item: Pomona lodge, A. O. U. W., has surrendered its charter.

Since 1890 the percentage of unpaid claims of the Mutual Reserve Fund has increased from 20 to 29.

Read Benedict is the name of the receiver of the Mutual Benefit Life Association of America. Present your claims. *Ye les miserables*.

The editor of Zonneschijn, of Antwerp, says the Mutual Reserve Fund can not survive another ten years. This Dutchman gives the association two long a lease of life.

The Vigilant asks: "Does the Mutual Reserve Fund pay any claim in full?" We give it up! Does the reader know of any recent claim which the association has paid in full?

The Knights of Pythias, an order which issues endowment policies, refuses to pay death claims on the lives of men addicted to the excessive use of narcotics or alcoholic stimulants.

It might be better for the Mutual Reserve Fund if the whole management should resign. Herein lies the present weakness of the association. The people are growing tired of buncombe. Brag and bluster excite well-grounded suspicion.

What can the matter be? F. T. Braman, Robt. T. Porter, John J. Burke, J. D. Wells and Henry J. Reinmund, all officers of the Mutual Reserve Fund, have "fallen sick" and resigned. Perhaps it would be well for the members to cultivate a feeling of resignation.

The Surveyor of New York prints a facsimile of an agreement between P. B. Armstrong and the president and secretary of the Mutual Reserve Fund, February 12, 1881, whereby the association was to pay him 75 per cent. of the entrance fees on business done by himself or his agents, and also 5 per cent. of the entire annual dues in consideration of his services. Mr. Armstrong now sues the Mutual Reserve Fund for \$300,000.

The article on the Mutual Reserve Fund in the October Coast Review, entitled "Pitfalls for the Unwary," should have been credited to the Policyholder of Manchester, Eng. The first few lines, however, presented evidence of the foreign origin of the article. The Policyholder will please accept our apologies.

Are you a member of an assessment association? What would you do if it should issue 20 assessments of \$2 each simultaneously, as in the case of the United Masonic Benefit Association of Missouri? The United is now "united with its forefathers" in the grave of 1,500 assessment companies.

Insurance Times thinks the Coast Review and "all other villifiers" of the Mutual Reserve Fund will "don the uniform and march forward 'guide center' to the tune of 'We're Little Boys in Blue, Lads.'" To all which and to our collar-wearing contemporary, we reply, in the expressive language of the Flower of New York politicians, Rats!

Marine Items.

For the past few months discontent has been brewing among the members belonging to the Hull Underwriters' Association of the San Francisco Board of Marine Underwriters. Charges of partiality, unjust rulings and biased discriminations in the favor of those who "swayed the sceptre" were the murmurs of those members outside of the influence of the throne.

One prominent member, finding that he could not get justice, according to his idea, from the committee, sent in his resignation, and others promptly followed suit.

After several meetings of the association, during which the minority endeavored to persuade the majority to cling to the alleged advantages derived under a combination. The final result, by a majority of votes, was a resolution that the "rules and rates of the hull committee be suspended from date."

A free fight is always a losing game—to some—and generally speaking to those who court it. Our most experienced hull underwriters know, by the past many years' experience, when rates were good, averages high, commissions low, with no collision clause, no Eastern or European latest conditions to get an extra rebate, claim or loss from the insurer, that there was but little profit insuring hulls of vessels. During the past three years, even under the management of five of our most experienced hull underwriters, what company can rightfully say that it has made money on this class of insurance?

"In union there is strength," and we deplore the fact that our hull underwriters have decided to "go it alone." Such being the case, we think that within a short time there will be only a few companies writing our hull business, and it will be left entirely in the hands of those who know something about it.

In talking with one of our underwriters as to future rates, he expressed himself as of the opinion that the suspension of the tariff would not affect rates very much. Probably extra small concessions may be granted to owners; but to lower rates, No! as they were inadequate even under the compact. He continued: "My hull losses this year will far exceed my hull premiums. So, do you think that I can with any just reason accept lower rates? No, sir! If other companies want my business at cut rates they are more than welcome to it, especially to the losses that are bound to follow it. As far as I am concerned, my company will lose every hull risk on its books, before consenting to receive same at any cut rate."

It seems to be the prevailing opinion of our most conservative underwriters not to reduce rates, therefore it will be left with the inexperienced to sharpen their knives and cut down indiscriminately the profits, if any, in the hull business.

The Prussian National Insurance Company has started a marine department at its branch office 216 Sansome street. Mr. Wm. H. C. Fowler will be the underwriter, which is almost a guarantee that the company will be successful in its new department.

The British Adjuster's Troubles.

Fire loss assessors they are called "over there." A Mr. Cunningham read an interesting paper on this subject, at a meeting of the Bristol Insurance Institute. We make a few characteristic extracts, to-wit:

The most notable case among the miscellaneous was that of a publican who attempted to enlarge the tap-hole of a spirit cask with a red-hot poker. He won't try that again!

Exaggeration of the loss sustained is the rule rather than the exception. I find that taking the 399 claims we dealt with in 1892, 125 were reduced between 20 and 50 per cent., 33 were reduced between 50 and 100 per cent., and 12 were so over-estimated as to be practically fraudulent, 65 were reasonable; 53 were built up as we went on. And 106 were paid

in full, but this includes of course many which were under-insured where the loss was obviously total. Excluding then the built up claims where the saving effected cannot be calculated, the other claims were reduced over 25 per cent., but if we also exclude the claims paid in full the others were reduced no less than 32 per cent.

I have again and again spent my time in tracing out some vague rumor only to find it had grown from a mere nothing like the tale of the three black crows, or had been cruelly set agoing by some rival or enemy. There probably never was an insurance claim about which someone did not shake his head and say or hint at something underhanded. I think it a great mistake to approach a case with a preconceived notion that there is something wrong.

One of the coolest claims that ever came under my notice was one from a tradesman in South Wales. A building in one of the principal streets had been gutted and a man owning the house next door which was however not insured wrote as follows to the Bristol manager of a well known office: "Sir, a fire broke out in the premises next door to mine, and I understand that the owner is insured in your office. I have had a builder to examine the damage done to my premises, and he says it will cost £37 10s. to do the work. As my solicitor informs me that you are liable, I shall be glad to have a cheque for the amount." The reply was very much to the point: "Dear Sir, In reply to your favor of yesterday, please let me know the number of your policy in this office, and your claim shall have immediate attention." Notwithstanding the legal opinion the claimant had obtained, no more was heard of the matter.

The eccentric claimant too is occasionally met with, though not very often, or assessors would have very materially to increase their fees. I remember one funny old couple living in a remote village not one hundred miles from Bristol. From a back view you couldn't distinguish the male from the female, as both were short and the woman wore as often as not one of her husband's overcoats and an old wideawake. They couldn't or wouldn't understand the terms of their policy and any questions I asked in a friendly way of the old woman regarding the claim were at once accepted by her as reflections on her chastity. She was

something like poor Mr. Dick and Charles the Second. You remember that he never could keep that Monarch's head out of his memorial and in like manner this good woman never seems able to keep out of her favorite theme. No matter how the conversation began it was sure to culminate in something like this: "I'm a tidy respectable woman, I am, and had good clothes that I had and paid for 'em too, and no man can ever say ought against me. That they can't. I'd a never let 'em come a nigh me. If ever a man a said anything to me I'd a up w' my stick and give him, etc." I really had to give up asking questions. The old man was equally pigheaded, and he wrote me some most comical letters about his claim. In one of them he said his wife was not one of those sort of girls all frills and feathers. I can assure you gentlemen, I had never suggested that she was, and to this day I don't see what that has to do with the claims. Finding I could do nothing with them I arranged a meeting at the office of a solicitor who was supposed to have some influence over them. It is an absolute fact that when this old couple drove up in an antedeluvian trap drawn by a ragged looking chestnut horse the old woman had in her pocket a loaded pistol, while handy at her feet in the bottom of the trap lay a tidy bar of iron, a blow from which would have cracked the thickest skull.

* * *

The valuer (whom I will call Mr. Brown, though that wasn't his name) and I were left alone. Now look here, Brown, you and I have met before. Let's have no nonsense about this. The damage is trifling and so much—naming a sum infinitesimal when compared with the amount claimed—will well cover it. He hummed and hawed; but pretty soon we agreed and the acceptance form was filled up. I knew I could not get a train for some time, so we were having a friendly chat, when some one was heard coming up the stairs. With an exclamation of "Quick, bustle about, man," my companion jumped off the counter, on which he had been comfortably seated, and began tossing about the nearest card-board boxes. I was too much amused to say anything, so contented myself with looking on while he pitched into me and the insurance company for being so hard, and saying he wouldn't settle on any such terms as I offered. "Not likely, now look at that frilling. What's the use of telling me that's no worse? Smell it for yourself—and look at this. Not much worse. Good Heavens! I never heard the like," and so on. All this was done for the

edification of the proprietor's son, who had entered the room. The valuer bustled about, laying down the law until the youth had retired, when, with a knowing leer, he said, "Bless you, man, the beggars wouldn't think I'd fought half for them if I didn't make a bit of a stir."

Extracts from Company Papers.

Said the suspicioned claimant to the suspicious adjuster, "I cannot look at these ruins without tears. For a man who loved his home as I did, what a scene—what a sorrowful scene." "Yes," thought the adjuster, "a regular case of kerosene."—Now and Then.

A non-board rate-cutter is an insurance guerrilla, seeking an existence and a livelihood without work or effort on his own part, as it don't require any intelligence or ability for a man to obtain business for a sound insurance company when his rates are below those which others charge. Such adventurers are however, short lived, and their ranks are growing thinner year by year.—Once in a While.

Some of our agents think it unnecessary to answer the questions on the back of daily reports. It is true there is some work about it, but we calculate the commission covers the labor performed. Distances of one building from another where two or more are mentioned in the policy; distance from the agency; names of other companies with us, whether the risk has been inspected by the agent, are all important to the acceptance of a risk. Another omission is exceedingly important, and that is to state in the body of every policy the occupancy of the building; if it is a building insured, and if it is a dwelling, whether occupied by the owner or a tenant.—The Oriental.

The Troy Credit System.

The Troy, N. Y., Board of Underwriters has devised a substitute for the spot cash plan, which is the payment of the premium on or before the 15th of the month following date of issue. A special notice provides that the policy shall become void, unless the premium be paid as agreed, and that said notice "is accepted as sufficient to comply with the cancellation notice" reading: "This policy shall be canceled at any time by the company by giving five days' notice of such cancellation." We fear the peremptory cancellation, in the face of this five days' notice clause, would not stand the test of law. The Troy short credit rule is said to work satisfactorily, however.

It is a "new-broom." Wait; and if the Troy business is profitable there will be lamentations over the "credit evil" there as well as on the Pacific Coast.

Foreclosure by Mortgagee.

Editor The Coast Review:

Will you kindly answer through the columns of your paper the following question:

"A" insures his house and has mortgage clause attached in favor of "B." Later, foreclosure proceedings are commenced and the property bought in at sheriff's sale by "B." Is it necessary that the existing policy be assigned to "B" as owner, or is an endorsement sufficient? "A" has the right of redemption for one year, and the sheriff's deed transferring the property to "B" is not executed until the expiry of that time.

A WASHINGTON AGENT.

THE COAST REVIEW'S ANSWER.

It is not necessary to assign the policy to the mortgagee, for change of title does not take place until the right of mortgagor to redeem expires, and, moreover, the sheriff's deed is not executed until the right of redemption ceases. Meanwhile the mortgagor retains an insurable interest. The mortgagee, however, should notify the insurer of such foreclosure, since there is thereby a change of which the company is entitled to know.

The "standard" form of policy also provides that—

"The mortgagee shall notify this company of any change of ownership or occupancy, or increase of hazard which shall come to the knowledge of said mortgagee and, unless permitted by this policy, it shall be noted thereon, and the mortgagee shall, on demand, pay the premium for such increased hazard for the term of the use thereof; otherwise this policy shall be null and void."

\$250,000 San Francisco Fire, November 4.

From The Coast Review Extra.

Fire was discovered in the general grocery store of Goldberg, Bowen & Lebenbaum, on Pine street, about half past nine Sunday morning, but the flames had gained such headway that both building and stock were nearly wholly consumed before the fire department had the fire extinguished. Following is a list of insurances reported to the Coast Review. The complete list of insurances paid will appear in our next issue:

GENERAL GROCERY AND CIGAR STOCK.

| | |
|----------------------------|---------|
| Norwich Union | \$1,250 |
| London Assurance | 2,500 |
| Northern Assurance | 2,500 |
| Phoenix, Brooklyn | 5,500 |
| Pennsylvania | 4,000 |
| American, Pa. | 3,000 |
| Greenwich | 2,500 |
| Svea | 4,000 |
| Franklin | 2,500 |
| Williamsburg City | 1,500 |
| London & Lancashire | 10,000 |
| Transatlantic | 7,500 |
| Union, London | 7,500 |
| Northwestern National | 2,500 |
| Milwaukee Mechanics | 3,500 |
| Palatine | 4,250 |
| German-American | 3,500 |
| American, N. Y. | 1,800 |
| British America | 1,800 |
| Western | 2,400 |
| Hamburg-Bremen | 5,000 |
| Niagara | 2,500 |
| Phoenix, London | 10,000 |
| Providence-Washington | 5,000 |
| Patriotic | 2,500 |
| National, Hartford | 2,500 |
| Westchester | 1,000 |
| Springfield | 2,500 |
| Imperial | 2,500 |
| Lion | 2,500 |
| Sun Fire Office | 2,500 |
| Fire Association | 5,000 |
| Traders | 2,500 |
| Merchants | 2,500 |
| Aachen & Munich | 2,500 |
| Prussian National | 5,000 |
| Manchester | 5,000 |
| Caledonian | 5,000 |
| American, N. J. | 2,500 |
| Home, N. Y. | 7,500 |
| Phoenix, Hartford | 5,000 |
| American Central | 2,500 |
| Delaware | 2,500 |
| Pacific | 1,500 |
| Hartford | 3,500 |
| Commercial Union | 5,000 |
| New Zealand | 5,000 |
| Lancashire | 7,500 |
| St. Paul | 2,500 |
| Helvetia | 5,000 |
| Scottish Union & National | 7,500 |
| Orient | 2,500 |
| Liverpool & London & Globe | 1,500 |

Total \$201,500

BUILDING.

| | |
|----------------------------|---------|
| Palatine | \$9,000 |
| Liverpool & London & Globe | 2,500 |
| Fireman's Fund | 5,000 |
| London & Lancashire | 3,000 |

Total \$19,500

Grand total \$221,000

Not Insurance Law.

Drunkness in a rented room in a hotel is not "drunkness in a public place."

When a person makes a donation of all his property, without reserving enough for his support, the act is void.

In ejecting a passenger from a street car the conductor can use no more force than is necessary for that purpose, and if he does so the company is liable.

A city is not liable at common law for the negligent acts of the members of its fire department, whereby, while within the scope of their duties, they drive over and kill persons on the street.

The fact that one believes in spiritual manifestation, and insists that she has communication with deceased friends, is not necessarily evidence of such a disordered mental condition as to unfit her to make a deed of her property.

All writings, whether inclosed under a sealed envelope or not, signed or unsigned, that are of an obscene character, are non-mailable. Mailing such writing to another, constitutes a publication within the meaning of the statute.

It is not the duty of a person to retreat from a room which he rents, or from his property, but he may stand his ground, and defend himself even to the death of an assailant who is, or reasonably appears to be, about to kill or inflict grievous bodily harm on him.

The Southern Business.

The Insurance Herald says:

The South has shown comparatively better results for the past five years than any other section.

We challenge the Herald to prove this assertion. Let us have figures.

The average loss ratio in the South Atlantic and Gulf states during the last five years has been 60 per cent., which is a considerably higher percentage than in the Pacific Coast or Central West section.

If we add the figures of Kentucky, Tennessee, Missouri and Arkansas, which industrially and politically are still part of the South, the average loss record for the past five years is still higher.

We are glad to be able to record an improvement in this section of the Union. The average loss ratio is decreasing. Formerly it was, for a long period, 65 per cent. For the last fourteen years the average loss in the old Slave states has been 63 per cent. That leaves no profit percentage to brag over after allowing for unearned premiums and 35 per cent.

expenses, does it, Mr. Herald? During the last three years, however, the losses and expenses in this peculiar field have equaled the premiums. We defy the Insurance Herald to prove otherwise.

Since 1879 the premiums from the old Slave states have aggregated \$271,023,295, and the losses have been \$169,873,182, or 63 per cent. Last year the premiums were \$26,417,477, and the losses were \$18,037,350, or 70 per cent. of the premium. This is the record of the South for 1893. The record for 1892 was a great deal worse. What has the Insurance Herald to say in defense of the South?

Rates are too low in the South. The extraordinary losses must be met by an increase of rates. It is not fair that the North and West should bear the burden of the South. Fifteen years' experience has shown that rates are too low, south of the Ohio. It is time to combine in behalf of better rates and against adverse legislation, in behalf of fire protection and against incendiarism.

The outlook for this specially disastrous field is not very encouraging, however, when the companies are unable to unite on a co-insurance clause in a state like Texas where they have lost money for years. The more conservative underwriters may well seriously contemplate abandoning so unprofitable a field, and one seemingly so hopeless of real and permanent improvement.

New Point in Water Damage Claim.

By the burning of a hotel-building in Seattle last month sixteen persons lost their lives. In the burned building were several grocery and produce store-keepers. They claim that their water-damage loss is much greater than if merely wet by water. They contend that no one knowing the facts would care to purchase goods that had been wet by water from dead bodies. The building was of corrugated iron, but it was full of frame partitions. The fire is said to have been caused by a lamp explosion.

IN AUSTRIA the ministerial commission advises the government "to take ALL insurance liabilities into its own hands." We have an idea that the Mutual Fire and the Mutual Reserve Fund are willing to unload.

THE Washington Life leads twenty-two principal life offices in the percentage (83.62) of loans on bonds and mortgages. Write this to the credit of the Washington Life.

Go to—the old for counsel, and to nobody for advice.

October Fires.

OREGON.

| | |
|-----------------------------------|----------|
| 25. (Sept.) Portland, fr dws: | |
| Royal | \$106 |
| 17. Portland, lumber: | |
| Hamburg-Bremen | \$200 |
| 31. Portland, wall paper: | |
| National, Hartford | \$445 |
| 29. Portland, mdse in br ware- | |
| house: | |
| London & Lancashire | \$3,500 |
| Western | 3,500 |
| Etna | 3,500 |
| German-American | 6,000 |
| Westchester | 2,500 |
| Total | \$19,000 |
| 27. Portland, fr dwg: | |
| Liver'l & Lon. & Globe | \$150 |
| 30. Umatilla co., fr dwg & furni: | |
| Caledonian | \$650 |
| Etna | 200 |
| 10. Umatilla co., hay in field: | |
| Hartford | \$113 |
| 9. Pendleton, hay and grain in | |
| field: | |
| Fireman's Fund | \$460 |
| — Adams, fr dwg: | |
| Oakland Home | \$400 |
| 25. Roseburg, fr dwg and conts: | |
| Hartford | \$400 |
| 1. Grants Pass, fr dwg: | |
| Westchester | \$250 |
| 25. Salem, fr dwg and conts: | |
| Sun, London | \$2,000 |
| Imperial | 2,000 |
| — Polk co., dwg and conts: | |
| Scottish Union | \$300 |
| 11. Hillsboro, hops: | |
| Springfield | \$494 |
| 17. Hillsboro, dry goods: | |
| Union, London | \$194 |
| 17. Coos co., salmon cannery: | |
| Connecticut | \$2,000 |
| Queen | 1,500 |
| Royal Exchange | 3,000 |
| North British | 1,000 |
| Home Mutual | 1,000 |
| Phoenix, London | 2,000 |
| London & Lancashire | 2,500 |
| German-American | 3,000 |
| Sun, S. F. | 500 |
| Total | \$16,500 |
| 8. The Dalles, fr dwg and hhd | |
| furni: | |
| Fire Association, Pa. | \$600 |
| 19. Washington co., fr saw mill: | |
| London & Lancashire | \$1,700 |

| | |
|----------------------------------|----------|
| 15. Multnomah co., fr dwg and | |
| hhd furni: | |
| American, Pa. | \$1,000 |
| Phoenix, Br. | 1,000 |
| 9. Junction, fr dwg and conts: | |
| Liver'l & Lon. & Globe | \$1,000 |
| Small losses | \$5,000 |
| Total Oregon | \$34,162 |

WASHINGTON.

| | |
|----------------------------------|---------|
| 20. Ellensburg, mdse in br stor: | |
| Liver'l & Lon. & Globe | \$2,500 |
| — Davenport, grain in granary: | |
| Fireman's Fund | \$591 |
| 10. Ellensburg, br blg: | |
| Hartford | \$700 |
| 10. Everett, furni & ld'g house: | |
| Hartford | \$200 |
| Etna | 1,000 |
| 3. Colfax, fr dwg: | |
| National, Hartford | \$400 |
| 1. West Ferndale, mill and ma- | |
| chinery: | |
| Palatine | \$1,500 |
| 30. Ocasta, fr dwg and furni: | |
| Liver'l & Lon. & Globe | \$500 |
| 6. Palouse, fr dwg and conts: | |
| German-American | \$2,000 |
| Oakland Home | 1,640 |
| 14. Mt. Vernon, fr dwg and hhd | |
| furni: | |
| North British | \$453 |
| — Port Townsend, fr dwg: | |
| Oakland Home | \$800 |
| 17. Fredonia, fr planing mill: | |
| Orient | \$1,000 |
| 27. Seattle, gen'l fire: | |
| Hamburg-Magdeburg | \$1,250 |
| Continental | 500 |
| American, Pa. | 1,250 |
| Phoenix, Br. | 250 |
| Greenwich | 750 |
| National Central | 1,000 |
| National, Hartford | 1,700 |
| Rhode Island | 500 |
| Western | 250 |
| Imperial | 1,250 |
| Delaware | 500 |
| Lion | 750 |
| Springfield | 1,000 |
| Home Mutual | 1,000 |
| Phoenix, London | 500 |
| German-American | 450 |

Total \$12,900

| | |
|---------------------------------|-------|
| 25. (Sep.) Seattle, fr bldg and | |
| contents: | |
| North British | \$281 |
| 30. (Sept.) Seattle, dwg: | |
| Atlas | \$562 |

| | |
|----------------------------------|---------|
| 1. Seattle, br store bld & mdse: | |
| Royal Exchange | \$2,727 |
| American, N. Y. | 1,000 |
| Western | 1,000 |
| Westchester | 1,000 |
| Orient | 800 |
| Scottish Union | 1,125 |
| Prussian National | 500 |
| Fire Association | 800 |
| Commercial Union | 230 |
| National, Hartford | 800 |

Total \$9,932

| | |
|----------------------------------|----------|
| — Spokane, fr dwg and conts: | |
| Phoenix, Hartford | \$1,200 |
| — Spokane, hhd furni: | |
| Prussian National | \$350 |
| 8. Spokane, fr barn: | |
| Phoenix, Br. | \$450 |
| 26. Spokane, hhd furni etc.: | |
| Phoenix Br. | \$1,000 |
| 9. San Juan co., fr dwg: | |
| Phoenix Br. | \$1,200 |
| 24. Spokane, fr dwg: | |
| Liver'l & Lon. & Globe | \$900 |
| 22. Shelton, hotel: | |
| American, N. Y. | \$114 |
| Phoenix, London | 214 |
| Providence-Washington | 145 |
| Liver'l & Lon. & Globe | 145 |
| 9. Tacoma, fr saw mill and dry | |
| mill: | |
| Liver'l & Lon. & Globe | \$2,166 |
| Commercial Union | 600 |
| Phoenix, Hartford | 185 |
| American Central | 307 |
| Delaware | 123 |
| Transatlantic | 100 |
| Northern | 195 |
| London & Lancashire | 1,000 |
| Scottish Union | 375 |
| N. Y. Underwriters | 250 |
| German-American | 350 |
| Hartford | 800 |
| Westchester | 300 |
| Continental | 225 |
| Hamburg-Magdeburg | 400 |
| Phoenix, London | 300 |
| North British | 250 |
| Pennsylvania | 900 |
| Svea | 300 |
| American, Pa. | 1,500 |
| Greenwich | 450 |
| Phoenix, Br. | 600 |
| Total | \$11,676 |

| | |
|-----------------------------|---------|
| 10. (Sept.) Tacoma, fr dwg: | |
| Germania | \$100 |
| — Tacoma, fr dwg: | |
| Etna | \$125 |
| 23. Tacoma, fr dwg: | |
| Phoenix, Hartford | \$1,000 |
| Palatine | 750 |

10. Tacoma, hhld furni:
Hartford \$800
— Tacoma, furni etc.:
Firemans Fund \$700

1. Whatcom co., mill and machinery:
Palatine \$ 750
Phoenix, London 1,100

27. New Whatcom, bakery:
Transatlantic \$240

8. Whitman co., farm property:
Continental \$350

22. Walla Walla co., dwg, barn and contents:
Home Mutual \$1,150

17. North Yakima, hay in stack:
German-American \$700

9. Tekoa, fr barn conts:
German-American \$934
Small losses \$ 6,000
Total Washington \$69,802

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IDAHO.

23. Pocatello, dwg:
Phoenix, London \$470

18. Latah co., fr dwg and barn:
Phoenix, Br. \$1,000

15. Latah co., barn and hay:
Phoenix, Br. \$250

2. Shoshone co., hay:
London & Lancashire . . . \$125

29. Moscow, fr dwg:
Commercial Union \$600

6. Boise city, fr dwgs and barns:
Royal \$200

Total Idaho . . . \$2,645

*

MONTANA.

15. Butte, furni:
Union \$150

- Kalispell, fr dwg:
Home, N. Y. \$650

11. Kalispell, hhld furni:
Palatine \$600

2. Butte city, br bldg:
Pennsylvania \$1,500

29. (Sept.) Butte city, clothes, etc.:
Greenwich \$190

23. Great Falls, boarding house:
Etna \$2,500

29. (Sept.) Junction city, bldg and mdse:
Palatine \$1,000

16. Cascade saloon:
Firemans Fund \$800

29. Livingston, hay in barn:
Continental \$250

23. Livingston, fr dwg, barn and conts:

- Fire Association \$700
Alliance 100

- Small losses \$667
Total Montana . . . \$9,007

*

UTAH.

24. Cache co., farm property:
Continental \$1,630

31. Utah co., fr property:
Continental \$1,200

11. Ogden, dwg and conts:
North German \$ 500

- National, Hartford 171
Commercial Union 1,400

- Fire Association 1,100

4. Oasis, hhld furni and bldg:
Palatine \$ 662

- Prussian National 1,000

25. Eureka, dwg:
North German \$1,000

4. Huntsville, br and stone bldg:
Milwaukee Mechanics . . \$2,109

2. Salt Lake, fr dwg and barn:
American, Pa. \$300

21. Salt Lake, dwg:
American Central \$300

18. (Sept.) Unitah co., dwg and hhld furni:
American, Pa. \$153

- Small losses \$921
Total Utah \$12,447

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COLORADO.

1. Crested Butte, fr store bldg:
National, Hartford . . . \$382

18. Denver, fr bldg and mchy:
Imperial \$1,000

- Denver, ice factory:
National, Hartford . . . \$1,250

- Denver, hospital:
Prussian National \$500

13. (Sept.) Denver, dwg:
New Zealand \$285

9. Denver, dwg:
Prussian National \$230

22. Denver, hhld furni:
Svea \$300

18. Montrose, stock of clothing:
Atlas \$1,000

28. Longmont, stock of wines:
Imperial \$500

7. (Aug.) Pueblo, groceries:
New Zealand \$2,500

13. (Aug.) Park co., dwg, etc.:
New Zealand \$872

28. Lyons, saloon and hhld furn:
National, Hartford \$800

13. Pueblo, br dwg and conts:
North British \$390

3. Teluride, fr saloon:
Firemans Fund \$225

6. Leadville, fr bldg:
Manchester \$500

4. Trinidad, store:
Alliance \$350

29. Weld co., wheat:
Manchester \$100

- Small losses \$866
Total Colorado . . . \$12,050

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NEW MEXICO.

29. Silver city, hhld and office furni:
National, Hartford \$200

25. Georgetown, gen'l mdse:
Scottish Union \$1,000

- National, Hartford 285

9. San Marcial, adobe bldg and gen'l mdse:
National, Hartford . . . \$1,291

- Palatine 500

- Fireman's Fund 2,089

- State of Penn. 481

Total New Mexico . \$5,846

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BRITISH COLUMBIA.

28. (Sept.) Nanaimo, mdse:
Scottish Union \$117

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ARIZONA.

13. Phoenix, hhld effects:
Sun, London \$300

- Total outside territory . . \$170,376

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CALIFORNIA.

6. Alameda co., dwg and barn:
Alliance \$500

29. Azusa, fr barn:
Connecticut \$300

28. Antioch, fr dwg and conts:
Liver'l & Lon. & Globe . . \$350

- Hartford 600

28. (Sept.) Chico, fr tank house, dwg and hhld furni:
North British \$1,653

- Firemans Fund 4,057

4. Cahto, bldg and gen'l mdse:
Palatine \$ 950

- Hartford 2,342

- American Central 2,314

15. Eldorado co., fr dwg and furni:
Phoenix, Br. \$500

31. Fresno co., fr dwg and conts:
 Liver'l & Lon. & Globe . \$3,000
 American, N. J. 1,000
 Manchester 2,000
 Caledonian 3,000
- Eldorado co., farm property:
 Continental \$2,450
3. Fresno co., fr barn, etc.:
 Phenix, Br. \$383
27. (Sept.) Fresno co., fr dwg,
 barn and conts:
 Phenix, Br. \$453
25. Graniteville, fr school and
 and dwg:
 London and Lancashire . . \$450
12. Del Norte co., fr barn:
 Phenix Br. \$925
13. (Aug.) Fresno co., wheat:
 New Zealand \$250
6. Fresno co., hhd furni:
 New Zealand \$200
24. Grass Valley, fr store bldg
 and tailor stock:
 Queen \$265
 Westchester 400
6. Little Bear Valley, saw mill:
 Union, London \$260
4. Los Angeles, dwg:
 Alliance \$400
13. (Sept.) Los Angeles, dwg:
 New Zealand \$731
12. (Sept.) Los Angeles co., hhd
 furni:
 New Zealand \$411
5. Los Angeles, dwg and conts:
 New Zealand \$887
6. Los Angeles, hhd furni:
 New Zealand \$113
7. Los Angeles, fr dwg and
 conts:
 Phenix, Br. \$749
25. (Sept.) Lincoln, hhd furni:
 Northern Assurance . . . \$225
5. Los Angeles, fr dwg:
 Fireman's Fund \$410
4. Los Angeles, fr dwg:
 Hartford \$146
6. Mendocino, gen'l mdse:
 American, N. J. \$1,000
27. Mill Valley, bldg and furni:
 Springfield \$228
- Mariposa co., farm property:
 Continental \$360
25. Madison, fr dwg:
 London & Lancashire . . . \$250
11. (Sept.) Marin co., hops:
 London & Lancashire . . . \$148
- Mendocino co., dwg and furn:
 Etna \$1,000
28. (Sept.) Lake co., fr dwg and
 musical instruments:
 Phenix, Br. \$1,000
10. Marysville, fr stable:
 Caledonian \$1,000
21. Merced co., hhd furni:
 Manchester \$480
10. Modesto, fr dwg and conts:
 Manchester \$1,100
15. Madera co., dwg and barn:
 Home Mutual \$723
 Orient 225
24. Madison, dwg:
 Alliance \$800
1. Mission San Jose, dwg and
 barn:
 Atlas \$291
3. Napa co., fr schoolhouse:
 London & Lancashire . . . \$800
7. Napa co., bldg and conts:
 New Zealand \$1,400
27. (Sept.) Mission San Jose,
 bldg and conts:
 New Zealand \$800
2. Nevada co., dwg and conts:
 London Assurance \$483
18. (Sept.) Oakland, dwg and
 barn:
 Atlas \$404
19. Oakland, hhd furni:
 Royal \$507
22. Oakdale, br bldg:
 Lancashire \$116
6. Oakland, fr dwg:
 American, N. J. \$1,200
18. Oakland, fr dwg:
 Liver'l & Lon. & Globe . . \$375
31. Oakland, iron works:
 N. Y. Underwriters . . . \$1,000
 German-American 2,000
 Delaware 3,500
 Union, London 1,750
2. Red Bluff, br bldg:
 Fireman's Fund \$150
21. (Sept.) Red Bluff, hay in
 barn:
 Hanover \$306
3. Red Bluff, hhd and restaur-
 rant furni:
 Hanover \$185
 Orient 220
29. Red Bluff, slaughter house
 and barn:
 Transatlantic \$175
 Palatine 660
15. Placer co., fr dwg and furni:
 American, N. J. \$550
5. Ross Landing, fr dwg and
 conts:
 London & Lancashire . . . \$1,500
31. Palo Alto, hhd furni:
 American, N. J. \$300
12. Riverside, fr dwg and conts:
 Westchester \$1,100
6. Sacramento, box factory:
 Transatlantic \$122
11. Sacramento co., hay in stck:
 Scottish Union \$525
1. Monterey, saloon:
 National, Hartford \$619
- Sacramento, hhd furni:
 Fireman's Fund \$200
- Sacramento, dwg:
 Phenix, London \$465
9. Sacramento co., harvester, etc.
 Caledonian \$800
7. Sacramento, dwg:
 Springfield \$400
31. Sacramento, hay in barn:
 Liver'l & Lon. & Globe . . \$850
6. Sacramento, bldg:
 Delaware \$200
13. Selma, fr dwg and hhd furni:
 Palatine \$762
17. Siskiyou co., bldg and ma-
 chinery:
 Palatine \$3,000
9. Stockton, br bldgs:
 N. British & Mercantile . . \$530
2. San Diego, fr bldg and gen'l
 mdse:
 Delaware \$365
 Sun, S. F. 800
2. San Diego, dwg:
 Lancashire \$300
29. Sacramento, mdse:
 Royal \$120
23. Santa Cruz, fr dwg and con-
 tents:
 Norwich Union \$177
25. (Aug.) San Luis Obispo co.,
 dwg, etc.:
 New Zealand \$472
15. (Sept.) Shasta co., dwg, etc.:
 New Zealand \$937
2. San Diego co., farm property:
 Continental \$400
- San Luis Obispo co., farm
 property:
 Continental \$400
- Shasta co., farm property:
 Continental \$400
12. Stanislaus co., farm prop-
 erty:
 Continental \$3,000
3. Salano co., fr dwg and barn:
 Phenix, Br. \$300
1. San Joaquin co., fr dwg:
 Royal Exchange \$400

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| 4. Sonoma co., dwg, barn and hay: Phenix, Br. \$227 | 18. Tehama co., fr dwg and hhdld furni: Phenix, Br. \$400 | 15. Fr dwg: Phenix, Br. \$125 |
| 6. Santa Clara co., dwg: Hamburg-Magdeburg . . . \$603 | 16. (Sept.) Tehama co., hhdld furni: New Zealand \$836 | 25. Furnishing goods: North German \$100 |
| — Santa Clara co., dwgs and barns: Prussian National \$500 | 15. Tulare co., fr dwg and hhdld furni: Phenix, Br. \$4,700 | 12. General fire: Helvetia \$2,293 |
| 19. San Pedro, dwg and conts: Prussian National \$437 | 4. Willows, hhdld furni: Hartford \$204 | Baloise 1,000 |
| 13. Petrolia, barn and conts: National, Hartford . . . \$1,944 | 9. Willows, fr dwg: Westchester \$250 | Aachen & Munich 917 |
| 16. Santa Clara co., dwg and fruit dryer: Lion \$2,900 | 25. (Sept.) Willows, bldg and contents: New Zealand \$740 | Traders 917 |
| 22. Sanger, fr dwg: Phenix Br. \$1,000 | 16. Willows, br bldg and mdse: London & Lancashire . . \$125 | Milwaukee Mechanics . . . 925 |
| 27. Sonoma co., fr dwg and barn: Phenix, Br. \$300 | Scottish Union 870 | Imperial 250 |
| 31. San Bernardino co., fr dwg and hhdld furni: Phenix, Br. \$1,100 | Rhode Island 626 | Ætna 370 |
| 22. (Sept.) San Jose bldg: New Zealand \$417 | Firemans Fund 157 | Lion 150 |
| 8. San Bernardino co., saw mill: Springfield \$358 | — Miscellaneous: Palatine \$3,566 | Union, London 1,403 |
| 2. San Jose fr dwg: Westchester \$400 | Small losses \$7,000 | National, Hartford 917 |
| 8. San Bernardino co., dwg and barn: American Central \$955 | Total California, S. F. excepted . \$119,250 | Provi-Washington 917 |
| 4. San Jose, mdse: Union, London \$230 | * | Prussian National 460 |
| 26. (Sept.) Santa Barbara, barn: Fireman's Fund \$600 | SAN FRANCISCO. | Western 1,675 |
| 5. San Bernardino, fr dwg and barn: Home, N. Y. \$214 | 5. Br building: London & Lancashire . . \$147 | Transatlantic 4,456 |
| Phoenix, Hartford 614 | 2. Dwelling: Prussian National \$1,730 | Orient 917 |
| 6. San Bernardino, dwg and conts: Ins. Co. North America . \$1,948 | — Hhdld furni: Continental \$100 | Total \$17,567 |
| — San Bernardino, fr dwg: Fireman's Fund \$1,000 | 5. Tailor shop: Hamburg-Magdeburg . . . \$222 | 13. Br bldg and cigar factory: Atlas \$ 401 |
| 12. San Bernardino, fr dwg and conts: American, N. Y. \$300 | 7. Hay warehouse: Magdeburg \$2,000 | Palatine 2,461 |
| National, Hartford 988 | British America 1,000 | Commercial Union 400 |
| Westchester 300 | Caledonian 1,000 | Niagara 200 |
| Home, N. Y. 600 | Manchester 1,000 | Traders 980 |
| 16. San Bernardino, dwg: Sun, S. F. \$1,000 | American, N. J. 1,000 | Merchants 1,230 |
| 23. San Bernardino, fr dwg: Home, N. Y. \$463 | London Assurance 195 | Glens Falls 820 |
| 31. Temescal, dwg: Western \$2,500 | Ætna 2,000 | Helvetia 2,461 |
| 6. Temescal, hhdld furni: Prussian National \$800 | 7. Dwg and furni: Hamburg-Magdeburg . . . \$458 | Baloise 1,641 |
| — Tulare co., farm property: Continental \$725 | Svea 100 | Prussian National 1,231 |
| | 18. (Aug.) Fr bldg: Phenix, Br. \$271 | Springfield 1,230 |
| | Greenwich 203 | Total \$13,055 |
| | 29. (Sept.) Cloaks and suits: Svea \$494 | 30. Br store: London & Lancashire . . . 108 |
| | 6. Dwelling: Alliance \$1,000 | 2. Hhdld furni: Patriotic \$734 |
| | 29. (Sept.) Fr dwg and conts: Hanover \$565 | Sun, London 250 |
| | 5. Cigar factory: Transatlantic \$771 | 13. Fr dwg: Royal \$248 |
| | 10. Dwg and conts: Lancashire \$201 | 14. Hhdld furni: Royal \$106 |
| | | 14. Dwelling: American Central \$272 |
| | | 22. Fr dwg and furni: National, Hartford \$450 |
| | | 23. Fr dwg: Phoenix, Hartford \$448 |
| | | Home, N. Y. 447 |
| | | 10. Dwelling: Providence-Washington . \$144 |
| | | 8. Grocery: Phoenix, London \$545 |
| | | Providence-Washington . . 545 |
| | | 24. Hotel: Fireman's Fund \$140 |
| | | Springfield 255 |
| | | — Building: Prussian National \$375 |

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| 28. Fr store bldg: Royal Exchange \$397 | 16. Hhld furni and wearing ap- parel: Commercial Union . . . \$ 100 North German 215 Prussian National . . . 1,100 | 23. Fr dwg and conts: Hanover \$345 Springfield 400 Small losses \$3,957 Total S. F. \$60,593 Total California . . \$179,843 Total Pacific Coast . \$349,843 Total to date 1894 . \$4,470,921 Total to date 1893 . \$4,843,619 |
| 16. Br stores and mdse: London and Lancashire . \$261 North British 261 Hamburg-Bremen 527 Nlagar 527 Alliance 760 Prussian National 200 Springfield 332 | 25. Saloon: North British \$275 25. Br bldg: North German \$465 | |

Death of Herbert Bird.

The news of the death, in Geneva, Switzerland last April, of Herbert Bird, has only just reached this city. Mr. Bird was formerly identified with the insurance business on this Coast.

The late Mr. Bird entered the insurance business about 1860, as clerk in the office of Mr. H. M. Magill, western manager at Cincinnati, O., of the Phoenix Insurance Co. of Hartford, Conn. In June, 1863, he was transferred by that company to its Pacific department office in San Francisco.

Soon after his arrival here, Mr. Bird entered the field as special agent of the Phoenix, and established many of its earlier agencies throughout California, Oregon and Nevada, afterwards acting for the Home Insurance Co. of New York as well, in the same capacity. He remained on this Coast from 1863 until 1870, when he went abroad and made a permanent home at Darmstad, Germany. At the time of his death he was making preparations to again make his home in California.

Mr. Bird was an earnest, painstaking, conscientious and capable underwriter, an accomplished gentleman and a most agreeable companion. He will be remembered and regretted by many San Francisco underwriters and interior agents who were engaged in the insurance business in this field as far back as 1870.

Benedict Arnold as a Criminal Incendiary.

Our fire underwriters may not be aware, though they will not be surprised to learn (says the Baltimore Underwriter), that General Arnold, the monster traitor of all time after Judas Iscariot, added to his various crimes as a money-getting adventurer and trickster, that of arson, to defraud an English insurance company. Soon after the close of the Revolutionary War he engaged in business in Nova Scotia, although supported out of the public funds of the British government, and the incident referred to is told as follows

by Lorenzo Sabine in his "Biographical Sketches of Loyalists of the American Revolution:"

"Persons are still living at St. John (1864), Nova Scotia, who resided there when General Arnold's store (drugs and books) was burned. The impression was, at the moment, and still is, that the fire was caused by design, and for the purpose of defrauding a company in England that had underwritten upon the merchandise which it contained, to an amount far exceeding its worth. These persons differ as to the fact whether Arnold himself was at St. John, or absent in England, at the time of the fire; and hence, the degree of blame which should be attached to the two sons may be uncertain. That both Henry and Richard (the two sons by his first marriage) slept in the store on the night of the conflagration, and that neither could give a satisfactory account of its cause, seems, however, to be certain."

The Newport Herald, of September 11, 1788, said: "We learn from Nova Scotia that the highest suspicion prevails there that the infamous traitor, Benedict Arnold, set fire to his own house (store), having previously effected an insurance in London upon it to a much larger amount than the real value of his property."

THE Commercial Trust Company of Philadelphia, capitalized at \$250,000, will make advances on life insurance policies and also deal in agents' claims or "expectations on new business." The agent can settle in full with the company as soon as his policy is accepted. Its business will be confined mainly to the Equitable Life, it is stated.

THE Dwelling House of Boston has reinsured in the Springfield Fire. The policyholders of the Dwelling House have now better shelter.

THE serious sickness of Insurance Commissioner Luper of Pennsylvania is reported.

Early Life Insurance.

Although systematic insurance of ships preceded, by a long time, systematic assurance of lives, yet there is a record, dated 1582, which so far as known, was the first record of life assurance. In this case, Richard Martin, a citizen and alderman of London, assured the life of William Gibbons, citizen and salter of London, for 12 months at the rate of 8 per cent. The man died within a year but not within twelve months, and Richard Martin declared that he was not liable because the man lived for twelve months of 28 days. The question was considered by the court, who decided that the money should be paid. The first insurance office, the Hand-and-Hand, was established in 1696. It undertook ship and fire insurance. The first office to undertake life risks was the Amicable. It was established in 1708, and was united with the Norwich Union about 1858. This office is of interest to the medical profession inasmuch as the first physician appointed to any insurance office was the physician appointed to the Amicable. The Amicable ceased to exist in consequence of its riches, which were so great that the persons assured felt unwilling to allow others to share the spoils. They therefore themselves appropriated the spoil, and united with the Norwich Union. The Equitable of 1762 laid the foundation of modern life assurance. The other offices did a small amount of business and conducted their affairs in a very partial and incomplete manner. Persons assuring their lives had to pay the same amount whether young or old. Doctor Johnson, the first medical officer of the Equitable, was appointed in 1850, previous to which proposers used to appear before the board who sat round a table, and if the board saw a proposed person was too pale or tottery, or too flushed, he was not accepted.

AUSTRALASIA.—One Miller writes from San Francisco to the Melbourne Bankers' Magazine a highly colored letter abounding in mis-statements, as, for example, the "lawlessness" of Californians, and the "burning of Pullman palace cars."—The Insurance Observer of London says: Witness the following from *Assure* for October, the monthly issue of that journal:—"The Australian papers report that Mr. R. Hope Atkinson, lately manager of the New South Wales branch of the Equitable Life of the United States, has lately been convicted and sentenced to twelve months' hard labor for promoting a fraudulent land lottery." It is not stated, as in fairness it ought to have been, that a year be-

fore this happened Mr. Hope Atkinson had left the service of the Equitable. Comment is needless.

Tit for Tat.

In a circular letter addressed by P. B. Armstrong to the Indicator he refutes E. B. Harper's charge that he sold out his interest in his three fire insurance companies (the Armstrong, the Fire Association, and the Mutual Fire) for more than a million dollars, and retorts:

"While I have proved conclusively that it was not within the range of possibility for me to have received a million dollars, or even a moiety thereof, it is a matter of general knowledge to the street that, indirectly, Mr. Harper has not only once, but several times, and to several parties, offered to retire from the presidency of the Mutual Reserve Fund Association and transfer the control of same for the modest consideration of \$1,500,000."

OVER \$10,000,000 ASSETS NOW.—The sterling National Life Ins. Co. of Vermont has passed the ten million mark. On the 1st of October the company had \$10,014,000 net ledger assets. The hard times did not affect the National Life. Its business and assets increase steadily. Under the management of G. M. Stolp the National Life has built up a fine business on this Coast.

WILL HAVE TO GO.—The recent "tidal wave" will give new insurance superintendents in a number of states. The following supervisors will have to go—at the end of their terms. They will not be reappointed:

F. M. Goodykoontz, Colorado.

S. H. Snider, Kansas.

J. F. Pierce, New York.

GOV. NELSON of Minnesota denies the alleged quotation from his speech, so industriously circulated by the insurance press during the late campaign. He was charged with saying that insurance companies were frauds. No intelligent man would say so. The governor has just been re-elected.

THE fortieth anniversary of Mr. Preusser's election to the presidency of the Milwaukee Mechanics Ins. Co. was celebrated last week.

THE new reform mayor of New York is a director of the New York Life.

WE note that K. Kneutson writes of "grain-eries." Does he refer to paint shops?

The American Doctor.

Perhaps in no department do the Americans give greater promise of excellence than in that which pertains to medicine, and all that is included in the functions of a doctor. The world's pharmacopœia is already sensibly enriched by the addition of many drugs and preparations originating from that source; and there seems to be a prospect that, unless the great physicians and professors of Europe should bestir themselves, and awake to the needs of a progressive civilization, they will eventually be distanced by their brethren in America. There, indeed, the profession would seem to be very wide awake and thoroughly in earnest; and to us it sometimes looks as though the American doctor might, in the end, bear the palm alike in pathology and in therapeutics. Turning to that department of the doctor's skill which has an immediate bearing upon life assurance, we have been very much struck with the originality and breadth of view which appear to be characteristic of the American "medical officer," and from which, if we may say so without offense, it seems to us that our examiners for life offices at home might occasionally derive some valuable hints.—*London Observer.*

Responsibility of Waterworks Companies.

The town waterworks were out of repair. A fire occurred, and one of the insurance companies which thereby incurred a loss brought suit against the town to recover damages. The supreme court of New York decided in favor of the insurance company, as follows:

"The defendant receives rents for supplying water; it has control over all the employes connected with the waterworks; it can employ and discharge them at pleasure; they are its servants. The construction and maintenance of the waterworks is something that was not forced upon it by the power of the state; it could act under the law authorizing it to construct and maintain waterworks, or refuse to act, at its pleasure; but having accepted the power and authority granted, it became responsible for the proper exercise of such powers. To hold that a municipality shall in no case be held liable for damages resulting from employing incompetent men, or for knowingly and negligently permitting its waterworks, mains and pipes to become and remain out of repair and unfit for service, would remove one great incentive to furnish an efficient water service. Ordinarily, where there is no responsibility there is an inefficient public service."

According to this decision the city of Santa Cruz is liable for losses at the recent conflagration when the waterworks were out of repair.

Victoria.

The Victoria Board of Fire Underwriters recently increased rates $12\frac{1}{2}$ cents on frame dwellings and 25 cents on frame stores in the district lying between the old city limits and the present boundary, owing to the failure of the city council to carry out the recommendations of the fire chief. The secretary of the board was instructed to keep a "defaulters' list" of insurers who do not pay their premiums within sixty days.—Insurance losses in Victoria and on the island (excluding Nainimo) for the year ending Sept. 30 were \$60,507, against \$28,809 in the previous year. The board resolved to increase Victoria rates, Nov. 1, ten per cent., such increase to remain until the \$300 tax on fire insurance companies is reduced to \$150.

Factories are often looked upon as undesirable if not injurious to the neighborhood. So much so that mysterious fires occur which would appear to be traceable to neighborhood hostility. If asked my advice as to what points should be looked into, I should be apt to give precedence about as follows in every case: (1) Ownership. Owner and tenant. (2) Management, including care, cleanliness, knowledge of the business and of the hazards of the process, as well as ability to produce profit.—*Brown.*

The marriage-rate is decreasing. For which the disciples of Schopenhauer are grateful. If life insurance were more general, the marriage-rate would increase. The thought of unprotected orphans dismays the prudent marriageable young man. The life insurance policy dispels such thoughts. Too many of the wrong kind of people marry, and vice versa. It is the mission of life insurance to correct this inequality.

At a meeting of New York Life agents Mr. Carlton of Fort Worth, Texas, related the following story:

A man had promised to insure with me for \$50,000 when his policy in another company expired. I wanted to write his application at once, so it would count in the "Surprise Party" contest. He was inclined to delay, and said, "I am going to give it to you, but I want to wait a little while." I said in reply,

I heard a couple of horsemen talk the other day about visiting a friend in Kentucky who had some fine horses. They went to his stock-farm and he showed them his horses, one after another, telling what record each one of the old horses had made, and what record he expected the colts to make, but he didn't show any horses with a recent record. Finally, a man who wanted to buy a fast horse, said, "You have showed me your 'has been's' and your 'is to be's,' but what I want is an 'Is-er.' " Now, I said to my friend, I don't want an "Is to be," but I want an "Is-er," that is to say, I want your application now. And I got it.

Percentage of Fires to 1,000 Population.

London, .68 per cent; Paris, .43; Berlin, 2.55; St. Petersburg, .57; Constantinople, .65; Vienna, .71; Hamburg, 1.17; Glasgow, .88; Warsaw, .22; Rome, .76; Marseilles, 1.13; Milan, 1.15; Leeds, .75; Sheffield, .29; Turin, .88; Copenhagen, .80; Odessa, 2.31; Dresden, 1.21; Edinburgh, 1.43; Belfast, .22.

For the twenty-five largest cities of the United States the committee's statistics for '92 show the following percentage of fires per 1,000 population: New York, 2.24; Chicago, 2.46; Philadelphia, 1.34; Brooklyn, 1.68; St. Louis, 1.68; Boston, 1.69; Baltimore, 2.40; Buffalo, 1.61; Cincinnati, 2.58; Detroit, 2.46; Cleveland, 3.64; San Francisco, 1.96; Washington, 1.32; New Orleans, 2.72; Minneapolis, 2.88; Newark, 1.82; Louisville, 1.04; Jersey City, 2.66; St. Paul, 2.51; Omaha, 1.57; Kansas City, 4.39; Providence, 3.56; Rochester, 1.71; Indianapolis, 2.69; Columbus, 2.33.

RECENTLY several negroes were shot to death while manacled, by a Tennessee mob. The negroes were under arrest on a charge of setting fire to barns. Their guilt was by no means certain. A few days later a fire occurred in Ohio, and a woman, who was found tied hands and feet, accused negroes of assaulting her and then setting fire to her house. Investigation, however, showed that the woman had set fire to her property to secure the insurance money, and had then tied herself. Had the accused colored men been in the Black Belt some hasty work of a virtuous mob would have "cut off so many years of fearing death." Every intelligent community will suppress mobs.

AT THE recent nominating convention in a Kentucky congressional district an anti-Breckenridge man (or pro-Madeline man) is

reported by the press as taking out \$10,000 life insurance in anticipation of bloodshed. He was one of the judges of election, but he still lives. What we want to know is the name of the company that insured this fire-eater.

Fire-fighting 200 Years Ago.

In 1679 the city council of Amsterdam resolved—

That in conformity with the statute of the 24th December, 1653, against the front gable of each house where city fire buckets are kept, shall be nailed a notice board with a fire bucket shown on it, in order that in time of need it may be easily discovered where the buckets are to be found.

That to each of the respective overseers who command the aforesaid fire engines, a fire staff shall be given, by which their office shall be known, and that said staff shall have a white knob in order to distinguish the overseers from the fire masters.

That each of the overseers shall be allowed two assistants, to take command in their absence, one over the pumpers the other over the water scoopers, and to keep them continually and orderly in action.

That with respect to the removal of the fire engines, as soon as there are a sufficient number of the guild brothers or others to draw the engine, they shall start with it, without delay, and on arrival at the fire shall put it to work, not waiting for the overseers or for the guild brothers if they be not present; and that this be inserted in the instructions of the overseers.

That keys of the respective engine houses shall be given to the overseers to prevent delay, in case of the late arrival of those keeping the keys.

That in each fire engine house, also churches and chapels where engines are kept, two flambeaux shall be kept, at the cost of the respective guilds, ready, for use on dark nights, one by the engine and one by the water side, and these shall be exempt from the statute against carrying flambeaux or torches.

Portland Elevator.

In Pennoyerland the valued policy law reigns. The Portland elevator people will therefore claim a total loss, and the insurance companies will pay \$25,000 more than the building is worth. That ten per cent. additional rate, imposed and then surrendered, would have helped to pay this additional charge.

The Pacific Coast Monthly Fire Insurance-Loss Record for 1894: by States, Territories, etc.

| MONTHS. | SAN-FRANCISCO. | CALIFORNIA, EXCEPT SAN FRANCISCO. | CALIFORNIA, TOTAL. | OREGON. | WASHINGTON. | IDAHO. | MONTANA. | NEV. | UTAH. | ARIZONA. | COLORADO. | TOTAL, 1894.* | TOTAL, 1893.* | TOTAL, 1892.* |
|-------------------|----------------|-----------------------------------|--------------------|-----------|-------------|-----------|-----------|----------|----------|----------|-----------|---------------|---------------|---------------|
| January | \$ 36,347 | \$151,233 | \$151,580 | \$43,538 | \$19,202 | \$36,081 | \$27,090 | \$. | \$40,313 | \$6,800 | \$10,188 | \$46,024 | \$367,760 | \$178,288 |
| February | 191,997 | 123,991 | 318,898 | 12,235 | 91,936 | 17,350 | 17,066 | 70 | 1,200 | 8,041 | 30,885 | 491,478 | 277,608 | 146,495 |
| March | 30,534 | 147,444 | 177,778 | 24,793 | 91,241 | 21,638 | 22,480 | 7,785 | 1,700 | 5,000 | 28,544 | 346,860 | 343,286 | 93,286 |
| April | 11,765 | 267,181 | 278,946 | 20,058 | 59,730 | 14,613 | 39,000 | 30 | 7,402 | 14,467 | 12,093 | 489,131 | 392,033 | 171,112 |
| May | 10,334 | 154,097 | 164,431 | 17,961 | 42,910 | 4,998 | 48,831 | 12,963 | 6,389 | 90 | 14,779 | 357,283 | 387,970 | 282,171 |
| June | 24,146 | 126,569 | 150,715 | 43,979 | 32,853 | 20,674 | 5,410 | . | 3,931 | 32,512 | 8,319 | 392,175 | 451,257 | 270,268 |
| First Six Months | \$38,423 | \$934,225 | \$1,242,348 | \$162,566 | \$239,912 | \$115,314 | \$159,877 | \$21,748 | \$60,935 | \$67,720 | \$101,318 | \$2,367,896 | \$2,191,454 | \$1,591,288 |
| July | 64,920 | 165,722 | 230,642 | 59,976 | 63,529 | 11,420 | 9,086 | 21,920 | 19,790 | 5,052 | 24,002 | 430,263 | 968,579 | 1,288,827 |
| August | 9,635 | 290,420 | 300,055 | 75,859 | 60,183 | 1,636 | 11,677 | . | 8,636 | . | 50,973 | 512,086 | 646,289 | 4,814,289 |
| September | 32,395 | 275,980 | 308,285 | 33,228 | 82,504 | 8,448 | 2,380 | 2,340 | 500 | . | 6,368 | 781,363 | 525,191 | 512,257 |
| October | 60,593 | 119,259 | 179,843 | 54,162 | 69,882 | 2,945 | 9,007 | . | 12,447 | . | 12,050 | 349,853 | 511,503 | 126,281 |
| November | . | . | . | . | . | . | . | . | . | . | . | . | 395,000 | 174,091 |
| December | . | . | . | . | . | . | . | . | . | . | . | . | 407,770 | 216,115 |
| Last Six Months | . | . | . | . | . | . | . | . | . | . | . | . | \$3,451,915 | \$8,100,167 |
| Totals | . | . | . | . | . | . | . | . | . | . | . | . | 5,616,399 | 8,691,892 |
| Average per month | . | . | . | . | . | . | . | . | . | . | . | . | 476,500 | 724,360 |

*Totals include small losses in New Mexico, Alaska, British Columbia, etc. † San Francisco agencies only. ‡ Conflagration year. § Six towns burned.

Pacific Coast Chips.

—D. M. Bokee is now a resident of Seattle.

—The broken marine compact in San Francisco is still unended.

—The grievance committee of the P. I. U. is "a great body." At least, it moves slowly.

—Brannen & Kellogg, Denver, have purchased the business of the Peoples' and W. H. Wells & Co.'s fire insurance agencies.

—Philip S. Bates succeeds Gazzam & Bates in Portland. Mr. Bates represents the North British & Mercantile, Aetna and Lion.

—There is a warrant out for a solicitor named I. Franklin, who is charged with collecting \$45 fire premium and pocketing the same.

—Chas. A. Blish, formerly with the Union Mutual in this city, has been appointed general agent, for the northern Illinois district, of the Netherland Life.

—General Agent John H. Gray was a candidate on the People's ticket for school-director, in San Francisco. He was beaten, but he ran far ahead of his ticket, and ahead of others with the same political endorsements.

—It takes "nerve" to weed out bad risks, when the premium income is handsome. And what are bad risks? The new general agent replies, What my predecessor lost money on. Go next door, compare risks, and you may find the same "losing" risks a source of profit. Who says fire underwriting is not a gamble?

—The Pacific Mutual Life Insurance Company et al. has begun an action in the superior court of San Diego county against W. E. Hadley et al. to foreclose a mortgage on the Horton house in San Diego. The action grows out of a promissory note for \$60,000 executed by Mr. Hadley on October 23, 1892, in favor of the State Investment Insurance Company and by the latter assigned to plaintiff.

—The Union Mutual Life has recently paid claims in California as follows: Fred. G. Knight, Redlands, \$1,011; Emil H. Behlow, San Francisco, \$2,500; Martin V. B. Watson, San Francisco, \$4,859; Friedrich Ahrens, Tehama, \$1,000. A claim against the Union Mutual is as good as gold in the mint. Two Washington claims also matured by death: Jno. B. Lamouche, Tacoma, \$3,000; Thomas H. Boyd, Seattle, \$2,772. The family of a broker in Athens, Greece, were paid \$12,350 by the company. Thirty-two thousand dollars was paid in nine months past on lapsed claims, under the Maine non-forfeiture law.

—Insurance interests will be represented in the new board of supervisors of San Francisco by President Taylor of the Sun Insurance Company, who was elected from the eighth ward.

—The Broadway Ins. Co. of New York talks of joining the Pacific Insurance Union. E. W. S. Van Slyke, the general agent of the Broadway, has resigned the agency of the Mutual Fire.

—Assistant Manager Stuart of the American, British America and Western, returned last week from a trip through Oregon and Washington, where he says the business outlook is not all at encouraging.

—City Fire Business.—The Fire Patrol report shows a loss of \$37,138 San Francisco premiums for the third quarter of this year as compared with the third quarter of last year. The total for the quarter was \$584,226, against \$621,364 for last year.

—The National Accident Society of New York, organized in 1885, and confining its business to preferred risks only, advertises elsewhere for agents on the Pacific Coast. The Coast manager is Charles Thorn, Jr., who has offices on the third floor of the Mills building, San Francisco.

—The local agents of San Diego, including the late agent, A. E. Dodson, have pledged themselves not to represent the Prussian National because it refuses to comply with the resolution of the local fire underwriters against the writing of San Diego business in San Francisco. The San Diegoans appear to be in deadly earnest, for they pledge themselves to aid Dodson to obtain the renewals of the P. N. for other companies represented by him.

—The Seattle Post-Intelligencer, speaking of the late fire which destroyed sixteen lives, says: "Owing to rotten hose on the fire-boat a good deal of delay was occasioned in getting streams from that source on the flames. . . The hose burst on four different occasions, and on each occasion the fire boat had to cease operations and take off the broken length of hose. The firemen claim, too, that they have not enough men to properly handle the fire-boat and its land line of hose, and they were further handicapped last evening by the fact that the driver of the hose cart was off, it being his regular night off." The moral whereof is that rates should be raised in Seattle. New hose or new rates.

—At an Oakland fire a steam fire engine was burned. The brave firemen "played" on the engine, too, while it was burning.

—The oil diggings in Los Angeles are giving the underwriters some uneasiness. People are digging in their back-yards, and good oil is being "struck." The oil area is large in southern California, but not too large for the Standard Oil Company to cover.

—Alfred Jones, formerly manager of the Western Assurance Co. in this city, has located at Victoria, B. C., where he announces himself as special adjuster of fire losses. He will adjust for any companies in British Columbia or Washington.

—An advertisement, in the opinion of at least one great journalist, should be a silencer to all editorial comment or adverse criticism of a corporation. It is indeed a very pitiful estimate to place upon a man's independence of expression to intimate that simply because a company uses the pages of a particular journal for advertising, that such particular journal should not contain in its editorial or other columns anything but favorable comments upon that company.—N. Y. Insurance Journal.

—In the course of the year we issue about a dozen extras, for distribution among the fire, marine, life and accident offices in San Francisco. These are not intended for general distribution among subscribers, for the contents of these extras appear in the regular issue following. We have so many inquiries from our regular subscribers that we think of sending these extras to all who are willing to pay half a dollar yearly for mailing expenses. We should call this the "extra" charge.

—Death of F. H. Swett.—Two months ago Adjuster Swett, while hunting in Washington, was accidentally shot in the hip. One of the men in the boat drew a hammerless gun from beneath a seat, and the unfortunate gentleman received a discharge of duck-shot. He was taken to Spokane, and for a time seemed in a fair way to recover. A change for the worse occurred, however, and on the 5th inst. Mr. Swett died. The funeral was held in this city, on Sunday, Nov. 11, at 9:30 A. M. Mr. Swett was 51 years old, and a native of New Hampshire. He began the insurance business as local agent, in Santa Rosa. Afterward he became district agent, and then special agent and adjuster. He was a capable and painstaking special. The deceased leaves a widow and one son.

—Raton, N. M., has just organized two hose companies.

—Manager Robt. Dickson made a tour of southern California last month.

—President Hollingshead of the Union, of Philadelphia, visited California last month.

—During the coming year the Coast Review will print in full a number of Coast states supreme court decisions.

—The new water-works at Wallace, Idaho, are pronounced a success. At a recent trial four powerful streams were thrown.

—Insurance on the dwelling of Mr. Fulgham of San Bernardino ran out and was not renewed. A few days later fire destroyed house and contents. Loss, \$2,000.

—Stephen E. Barton, adjuster at Seattle, Wash., has gone East, to be absent two months. He is convalescing from a dislocated hip, from an accident on the 6th of September.

—There is probability that electricity will be substituted for horses on the Kearny street car line. The street is narrow, and is already full of wires. There is also talk of electric cars on Howard and Valencia streets.

—Vincent M. Peel, local agent at San Jose for the Springfield, called on the Coast Review last week, in search of information. He got it. We are a spouting fountain of knowledge, but sometimes we are "dry."

—The rapidly increasing business of the Preferred Accident Ins. Co. in this field has necessitated the renting of additional rooms in the Mills building. On the ninth anniversary of the company, last month, Manager Fowler sent to the home office as a birth-day present \$360,000 new applications.

—By the burning of the packing-house of C. F. Dingley & Co. at Lemoore a Chinaman lost 7,000 trays of raisins—uninsured. Moral: Insure your property in good, sound insurance companies which the Coast Review vouches for by advertising them. The advertisement of no insolvent or claim-repudiating company will be allowed in the pages of this journal.

—H. C. Paige at Seattle has filed a sensational suit against the Cascade and a number of prominent business men. Paige had a similar suit some months ago, but was non-suited. He now seeks to recover \$35,000 damages, and charges the defendants with a conspiracy to defraud him by the sale of stock when the company was insolvent.

—A new crop of incendiaries on the Coast. Hard times planted the seed.

—V. W. Gaskill, general agent for the United States Fire Ins. Co., is visiting southern California in the interest of his company.

—The fire department of Spokane is pleased with its new "three-way deluge set," which throws a solid two-inch stream of water 290 feet.

—A good fire department and an abundant water-supply in San Bernardino saved a frame house ten feet from two adjoining houses, which were burned recently.

—A. E. Moody, financial agent at San Jose of the Home Mutual, called last week. He reports money "easier" in his section, and presented the Coast Review with substantial evidence thereof.

—The person representing the assured may make a valid contract of insurance with a company of which he is agent, through another agent.—North British v. Lumbert; Oregon S. C.

—Vice President John H. Holcombe of the Phoenix Mutual Life Ins. Co. of Hartford made a short visit to this city a few days ago. Mr. Holcombe is one of Hartford's leading life underwriters. The Phoenix Mutual will, in all probability, re-enter California for new business about the first of the year 1895. The Phoenix Mutual is a ten-million-dollar conservative company.

—The general agency of the Yangtsze marine office has been transferred from Macondray & Co. to Balfour, Guthrie & Co., for whom A. H. Small is marine manager. The Yangtsze people are to be congratulated. This Shanghai company has been represented here since 1866, but has hitherto done merely a nominal business. The Yangtsze has a handsome net surplus of nearly \$300,000.

—The San Bernardino water supply is from artesian wells on eight-and-a-half acres of land, and from a creek. The reservoir is of solid concrete, and will hold a million gallons of water. The fall is 200 feet. The average pressure in town is 85 pounds. In some places it is 100 pounds to the square inch. The rate of insurance, under the new fire protection, was reduced from one-fourth to one-half. This decrease more than pays the interest on the water-works bonds. This fact we urge upon the attention of the authorities of other Coast towns.

—Big fires in San Francisco very often occur on Sunday.

—Appropriate to fire mutuals: "In the midst of life we are in debt."

—The Walla Walla, Wash., fire department is favorably mentioned.

—President Lane of the Hanover Fire Ins. Co. of New York visited California last month.

—If, in classifying, everything in the country is "farm property," why is not everything in town "town property?"

—Elsewhere we advertise a first rate chance for a good city man to represent a first rate general agency as city agent.

—San Francisco city business continues to decline. There was a six per cent. deduction in the last quarter as compared with the same quarter last year.

—Messrs. Driffield, Macdonald and Tyson succeed Messrs. Butler, Du Val and Watt as members of the executive committee of the Pacific Insurance Union.

—At the recent provision store fire in San Francisco the fire department hose was found to be in fine condition. Not a line of bursted hose was noticed by the writer.

—A charge of rebating was filed against a Portland agent. He is therefore "hot in the collar." Replying to the San Francisco grievance committee, he denies the charge as a malicious one, and after summing up his grievance against the P. I. U. winds up as follows: "As far as I am concerned, I shall retire from the business, unless conditions are changed soon, because under the present state of affairs, there is no money, no honor and no self-respect in the insurancebusiness." Whew!

—A prominent merchant in this city when out sailing on the bay jokingly dropped the hat of a prominent general insurance agent overboard. Merchant said, "Send me the bill for new hat." General agent sent bill as requested. Merchant did not pay it. General agent never asked why. Merchant not only did not pay the bill, but refused to renew a fire policy with general agent. Merchant burned out a few days ago. Now the general agent who had the temerity to try to collect a small bill from the great retailer "hugs himself with delight" over the thought of the narrow escape his company had. The merchant's meanness saved the general agent's company \$5,000.

—The Portland board of fire commissioners has decided to dispense with the fire-boat, and thereby save \$500 a month.

—The Coast Review issued an extra giving the losses at the big grocery fire. The daily papers appropriated the list without credit, as usual.

—First insurance agent: "How do you find business?" Second ditto: "Why, I go out and look for it, of course, don't you?"—Sharp Exchange.

—Los Angeles is credited with 900 new houses so far this season. We congratulate the Angels. There are very good reports from their town.

—Chief Gardner Kellogg, deposed some time ago for political reasons, has been re-appointed fire chief at Seattle, the political wheel having made another revolution. The appointment will be entirely satisfactory to underwriters if Mr. Kellogg will keep politics out of the fire department.

—What do you think of a paid-up life policy for a holiday present? Read between the lines the life policy says, "In testimony of my great affection for you the beneficiary I hereby contract with the aforesaid life insurance company to pay you this principal sum in United States gold coin, on my death, which may occur at any time."

—The mercantile firm refused the policy of a company, through some misunderstanding. A fire occurred, and the general agents congratulated themselves on the aforesaid refusal. But they reckoned without their city agents. The books showed that their company had reinsured two other companies. Sudden fall of the temperature in that office.

—Several years ago the first successful lumber raft on the ocean was towed from Nova Scotia to New York. It was 592 feet long, and drew 22 feet of water. Value, launched \$50,000; insurance, \$35,000, under condition that the raft should not be cut loose by the tow boat. The Coos Bay raft on this Coast went to pieces in the effort to cross the bar. The Astoria raft, 525 feet long, with 10,000 logs, has just been abandoned off the coast of Washington. Marine underwriters are interested in the question, Are those 10,000 logs a menace to Coast navigation? An old sailor informs the Coast Review that they are not a danger, because winds and tides soon bring the logs ashore.

—If your address label is incorrect, please notify us.

—If you receive a damaged copy of the Coast Review, notify us, and a perfect copy will be forwarded to you.

—Victoria (B. C.) fire insurance losses for the year ending Sept. 30 were \$58,586, or 58 per cent. of the premium income. The expenses, including the city agency tax of \$300, were 32 per cent.—J. G. Elliott has been reappointed inspector of the local board.

—The Liverpool & London & Globe's total Pacific Coast and Rocky Mountain figures last year, including those districts reporting to the Chicago office, were: premiums, \$532,165; losses, \$254,574. Only the Firemans Fund had a larger business in the same territory.

—Of course the jury returned a verdict for J. D. Snyder at Santa Barbara, in the Los Alamos hotel case. Was there ever a jury that did not decide against an insurance company? Snyder is an old egg, who was charged with coal-oiling his hotel and burning half the town of Los Alamos.

—An Alameda (Cal.) village trustee has "discovered" that insurance rates are higher in his town than across the estuary in Oakland city; but this Stephen son-of-a-gun has not discovered that the fire-fighting facilities of Oakland are much better than those of Alameda, where the hook-and-ladder truck is drawn by men.

—The North German is extending its business through the Middle States. The North German has a million assets and over six hundred thousand surplus to policyholders. Its business is profitable and growing. It increased its surplus funds last year, and still was able to pay handsome dividends. The business of the North German is growing in this field. Walter Speyer is the general agent.

—To Subscribers.—We wish to start with a clean balance sheet on January 1st, and are therefore sending out subscription bills somewhat earlier than usual. Subscribers are respectfully asked to respond promptly. Hereafter all unpaid subscription bills will be placed in the hands of a collection agency, "No more monkeying." News agents will be required to pay promptly. Subscribers who take the Coast Review from the postoffice will be held responsible therefor. The date to which the subscription is paid is printed on the address label.

—A few marine underwriters want the hull business.

—General Agent Dugan of the Springfield visited his agencies in southern California last month.

—E. O. Parker, superintendent of agencies of the Provident Savings Life of New York, is spending a few days in San Francisco.

—A Seattle jury last week took three minutes to give a verdict against the State Ins. Co. of Salem, Or. The insurance was on a Kirkland dwelling.

—The three-fourths loss clause has not been applied to Montana and Utah, as reported by the mountain press. The clause is in force in Idaho only.

—In advertising in the Coast Review it is better for you and for us to have your ad. running regularly. Frequent showers are better than an occasional wind storm.

—November will show an extraordinary fire loss in San Francisco. Several large losses have already occurred. The only truly happy fellows in the "biz." are the adjusters.

—Time to put in your best licks! Only six weeks more before '94 will be no more. There is a little new business in your neighborhood, despite the fact that times are not good. Our advice is, get a slice. It will be a nice holiday gift for your office.

—The Bull Run water-pipe line, feeding Mt. Tabor reservoir at Portland, has been completed. The city now has four reservoirs, with the following capacity, which insures a bountiful supply of water: No. 1, summit of Mount Tabor, 11,000,000 gallons; No. 2, to supply the East Side, 22,000,000 gallons; No. 3, the high-service reservoir at City Park, 17,000,000 gallons, and No. 4, the low-service reservoir, at head of Jefferson street, 18,000,000 gallons.

—The Travelers Insurance Co. of Hartford has over sixteen millions of assets, and nearly two-and-a-half million surplus to policyholders. The accident department now has a new select class at only \$4 per year for \$1,000, with \$5 weekly indemnity. The life department issues an exceedingly liberal policy, which gives positive guarantees of all options. A good catch-line in the Travelers' advertisement is: "It guarantees certainty, and charges no more than certainty costs." W. W. Haskell is the general agent for the Pacific Coast.

—Portland fire commissioners are reducing the expenses of the fire department.

—Go ask your banker what he thinks of a policy in the Mutual Fire, or in any mutual fire insurance company.

—We invite questions as to insurance law and practices from our readers, especially from the younger agents.

—Gabrielson & Glenn succeed Wm. Dunbars, local agent at Salem, Or., representing several of the principal fire companies.

—The late Louis Constine of Santa Cruz had a \$2,000 policy in an assessment company which "burst" two days before he died.

—Hard times have played thunder with the "credit rule" on the Coast. In fact, credit is the rule, and the prohibitory rule is very much rattled.

—Mrs. Melcher of Oregon City is again after the State Ins. Co. and Toll Thompson, adjuster, whom she still charges with "conspiring to defraud" her.

—Paul Stark of Collinstown, Utah, had a loss on his barn, which the Utah Home settled. A few days later Stark's granary and other houses, also insured in the Home, burned.

—The Salt Lake City fire department is retrenching temporarily. The pressure in the mains has been increased to 100 pounds. The ordinance regarding stand-pipes and fire escapes is generally ignored.

—A well-known mercantile house in this city is looking for additional insurance in outside companies, being unable to secure the required amount in San Francisco. If this firm should be obliged to accept the policies of the Mutual Fire of New York that company would doubtless advertise the fact as an endorsement of its "somewhat different" indemnity.

—At Spokane Mrs. Susan Herring is under arrest on the charge of burning the Laverne house which she owned. She confesses guilt, but blames B. Bernard, a second-hand goods dealer to whom she offered \$200 to apply the torch. She says Bernard instilled the incendiary idea into her mind. Bernard is said to have weakened and sub-let the job to C. N. Sollars for \$50. A mattress well saturated with coal-oil was placed on the floor, and on this was placed a five-gallon can of gasoline. It was a thoroughly cold-blooded attempt. Mrs. Herring is 62 years old and is the proprietor of the Vendome.

—E. S. Stilson, state agent of the Bankers' Life Association of Des Moines, Ia., visited San Francisco, last month. The association is looking for a suitable agent to represent it in northern California.

—The editor and proprietor of the Los Angeles Investor confesses that he does not read the letters of his San Francisco insurance correspondent. In some respects this neglect is the editor's gain, but it might be his loss.

—The Bankers' Life Association of Des Moines, Ia., presents a comparative statement for September 1, which makes the following showing: Guarantee fund, \$1,464,315, a gain of over \$214,000. Certificates issued, 36,962, a gain of 4,000 since January 1. The California state agency is in Los Angeles.

—Fox's Special Agents' and Adjusters' Hand Book.—A new edition of this standard work has just been printed by the Rollins Publishing Co., 161 La Salle street, Chicago. Bound in leather; 290 pages, convenient for the pocket; price \$3.00 post paid. It is now eleven years since the second edition of this hand-work was printed.

—According to a daily newspaper report a San Bernardino woman gave seven hens a coal-oil lice-killing bath one evening. She made a too close inspection with a lighted candle, and in a flash seven hens were in flames, and darting through the barn-yard. The fire department saved the haystack and barn; but there is still a strong smell of roast fowl about the premises.

—Nanaimo, B. C.—Special Agent Leslie Wright has been instructing the citizens in some of the fundamental principles of fire protection. He asks for the doubling of the number of hydrants, and the establishment of an alarm system. He also scores the ignorant city council. Nanaimo streets were laid out on cow-paths, and therefore fire spreads in every direction.

—Santa Clara, Cal., Fire Protection.—The largest main in town is an 8-inch pipe. Pressure in winter 30 pounds, in summer less. Hydrants, 34. There are thirty-one residence blocks without a single hydrant. This in the first ward. In the second ward, with thirty-one residence blocks, there is one hydrant. In the third ward, thirty-nine blocks, three hydrants. Fourth ward, forty-one blocks, four hydrants, two on pipes 1½ inches in diameter. A total of 145 residence blocks with eight hydrants.

—The Santa Rosa fire alarm system is now complete. There are six miles of insulated wire, and ten alarm boxes.

—The Farmers Ins. Co. has been sued at Seattle for \$1,450 by Jerome Catlin, for loss on a policy covering a hop kiln.

—Good reports come from southern California. Business is improving, building is going on at a healthful rate, and collections are easier.

—The Guerneville Water Co. has incorporated. Work will soon begin on a great tank holding 200,000 gallons, to be built on the hill back of town.

—The attorneys for Buyer & Reich have been pursuing a dilatory course. The trial of the case is set for January 7, 1895. The claimants, it is evident, hope for a profitable compromise.

—F. P. Elwes & Co., Chicago brokers, are seeking special hazards on the Coast. We do not know of any greater special hazard than Elwes & Co. themselves. They advertise no company. They dare not.

—Has anybody heard anything of any of the money placed in the hands of the receiver of the Bankers & Merchants hat-passer? Or heard of any pop-gun report from him? Wait till 1900. Poor claimants of the Bankers & Merchants, reinsured in the Mutual Benefit Life of New York, reinsured in the National Life hat-passer of Hartford. Next!

—It is stated that there are eight thousand vacant houses and flats in San Francisco at the present time. Business depression is partly responsible, and the building and loan associations have stimulated home-building. In a city of the size of San Francisco there must always be a large number of vacant undesirable houses, but the number at present is extremely large. The city fire premium income is on the decline.

—Mutual Fire of New York.—President Harper of the Mutual Reserve Fund writes to a contemporary as follows: "I hear around the streets of New York that certain policyholders of the several fire insurance companies that were sold out by Mr. Armstrong, claim that they have a legitimate claim against Mr. Armstrong, not for three hundred thousand dollars, but for more than a million of dollars, which money was said to be in the assets of these companies at the time of such transfer, but which did not remain in the assets after the transfer to the transferred company."

—New Announcement.—Preferred Accident Ins. Co., page 6, advg. dept.

—Whatever became of that \$25,000 libel suit by the Mutual Fire against Messrs. Brodrick and Wheeler of Los Angeles?

—Los Angeles has adopted an oil-well ordinance, and the situation is oil well down there. Even the new oil-inspector is oil right at a salary of \$90 a month.

—Marking everything down for depreciation, the Orient of Hartford nevertheless shows a considerable increase in assets since January 1, and a large increase in surplus. The surplus to policyholders is now nearly a million dollars. W. J. Callingham represents the Orient in this field.

—J. A. Coleman is wanted at Boise City, Idaho. He is charged with swindling L. L. Feltham of Caldwell. He represented himself as special agent for Brown, Craig & Co., and solicited Feltham to accept an agency for one of his companies. The agency was finally accepted and Coleman asked F. to identify him at the bank. The latter did so, and endorsed a draft for \$100 on Brown, Craig & Co. The San Francisco general agents, however, disclaim any knowledge of Coleman.

—Wm. Cargill wants Vancouver (B. C.) to embark in municipal fire insurance. William probably is in search of a soft job. Strange, how kindly these British Americans take to socialistic schemes. The municipal insurance idea is the fad in Toronto now. How pretty the scheme is in theory! How very dismal it would be in reality! The strangest part is that such "municipal insurance bureau" nonsense can receive respectful attention in a country where the insurance companies have been losing money.

—Alameda, Cal.—The city contains an area of less than 2,000 acres and has a population of 14,000. It has 190 hydrants and an ample water supply. The apparatus consists of one third class Clapp & Jones steam engine; one double 312-gallon Holloway chemical engine; one single 100-gallon Champion chemical engine; one hook and ladder truck; one hose wagon with capacity of 15,000 feet of cotton hose; five two-wheeled hose carts each carrying 800 feet of cotton hose. There is a chief engineer, two assistant engineers, one engineer for steamer, four drivers, two extramens, 150 volunteers, nine horses. There are forty-seven fire alarm boxes and electrical connection with the fire alarm bells.

—Chas. E. Morgan of Portland must answer to the charge of embezzling \$633 from Boyd & Arnold.

—Fairhaven, Wash., has cut expenses by cutting off salaries in the fire department. The volunteers are thus left without a chief or engineer.

—The widow of Chas. Stetson of Santa Barbara is said to have found a \$20,000 life insurance policy among her husband's effects. Mr. Stetson probably concealed the fact of insurance from his wife, because of anticipated objections. Too many women have a foolish, perhaps superstitious, prejudice against life insurance.

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 . gentleman of insurance experience and City
 . business connections to act as City Agent.
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Care of The Coast Review.

—The Inter-State Mutual Insurance Co. of Los Angeles is a "multiple of three" humbug, posing as an insurance scheme. Commissioner Higgins is after it with his sharp stick. How about the Guarantee of San Francisco, also, Mr. Commissioner?

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And at the same time a reliable power, are the points to be sought for in purchasing an engine. With steam power a constant watch on the gauge is necessary to prevent accidents, and the expense for engineer is a serious item against economy. The gas or gasoline engine is by far the cheapest power, as it will run all day without attention or fear of accident, and the cost is about two cents per hour for fuel per horse power. For intermittent power the economy of gas over steam is beyond comparison. While these points of superiority are without question, it is important in selecting an engine to get the best; the best in the long run is the cheapest. Do not fail to investigate the striking advantages of the Hercules Gas and Gasoline Engines. Send for catalogue. If you want second-hand engines of other makes at *cheap rates* we can supply you. We have a number taken in trade and cannot take any more until they are realized on. PALMER & REY TYPE FOUNDRY, 405-407 Sansome Street, San Francisco.

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FIRE.

Walker v. American Central Ins. Co., N. Y. C.
A., 38 N. E. R. 106.

In an action on a second policy, issued by defendant on the same property, the answer alleged that such policy was intended as a renewal of the first policy, which had been paid; and that the risk of a second insurance for \$1,000, for which the action was brought, was never in fact taken or assumed by defendant. Held, that such answer did not constitute a counter claim which would be taken as true in the absence of a denial.

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Home Ins. Co. v. Winn, Neb. S. C. 60 N. W. R. 575.

FALSE SWEARING.

A policy of insurance required the assured, in case of loss, to obtain and present to the company certified copies of all bills and invoices the originals of which had been lost, to produce his books and accounts, and, if required, to submit to an examination on the subject of the loss. The policy also provided

that "all fraud or attempt at fraud by false swearing or otherwise shall cause a forfeiture of all claim on this company under this policy." The insured procured copies of invoices and willfully raised the amounts thereof so as to show purchases \$1,700 greater than they were in fact, and by affidavit verified such false invoices. The jury, by its verdict, found that the actual value of the goods was less than the aggregate insurance. Held: That there had been false swearing, and an attempt at fraud, which constituted a good defense to an action on the policy.

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Burlington Ins. Co. v. Campbell, Neb. S. C., 60
N. W. R. 598.

REMOVAL—WAIVER.

A policy upon personal property contained a provision, in effect, that the company should not be liable for loss or damage to the property in any other place than in the building in which the same was situated when the risk was written, and also another clause, that "no officer, agent, or representa-

tive of this company shall be held to have waived any of the terms and conditions of this policy unless such waiver shall be indorsed hereon in writing." The insured removed the property covered by the policy to another building, and while therein the loss occurred. Oral consent to such removal was given by the person who, as local agent, issued and delivered the policy, although several weeks prior thereto he had ceased to act for or represent the company. No notice to the company was given by the insured, nor did it, or any officer or agent thereof, consent in writing to the removal. Held, that the oral consent of the person who had ceased to act as agent of the insurer did not bind the company, and that the removal of the property without the written consent thereof being indorsed upon the policy avoided the contract.

A condition in a policy fixing the location of the property insured may be waived by the company, but such waiver must be pleaded, to avail the insured.

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Ruthven v. American Fire Ins. Co., Ia. S. C., 60 N. W. R. 663.

PROOFS—WAIVER.

In a suit on a policy, which required that a notice and a statement of the loss be sent to the company within 60 days, it appeared that notice only was given to the local agents of the defendant, and by them mailed to defendant company within the requisite time; that these agents wrote plaintiffs to send proof of their claim to the general agent, furnishing his address; that this was not done by plaintiffs, but that defendant's adjuster, after sending an agent—an adjuster for another company—to look into the loss, went himself, after the 60 days had expired, and said the loss was all right, and ought to be paid. Held, that there was no waiver, either of the requirements of the policy or of the substantially similar ones of the statute (McClain's Code, § 1,734), inasmuch as the policy provided that any proceeding relating to appraisal of a loss should not constitute waiver, and that no agent could waive its conditions except by writing attached to the policy.

ADJUSTER AND SUB-ADJUSTER.

The adjuster of a company, selected for the work because of special skill and fitness, has no power to delegate his authority; and if he appoint a sub-adjuster the company must ratify his act to become bound by it.

Green v. Liverpool & Lon. & Globe Ins. Co., Ia. S. C., 60 N. W. R. 189.

ORAL CONTRACT.

Where, in pursuance of an oral contract to insure, a policy is issued, and received by the insured, which is void for noncompliance with the statutory form, it will be presumed that the terms of the oral contract were the same as those in the written policy.

"WHILE."

Where property is insured "while" in a certain building, the insured cannot recover in case it is destroyed at another place, though it was then in its "ordinary, necessary, and convenient use."

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Williams v. Hartford Fire Ins. Co., Mich. S. C., 60 N. W. R. 308.

MORTGAGOR'S CREDITORS.

Where policies were payable to the mortgagees of the property, and on destruction of the property a compromise was made between the mortgagor, the mortgagees, and the company, which provided for the payment to the mortgagees of 70 per cent. of the amount of the policies, in the absence of proof that there was fraud in the compromise, or that the mortgagees were to receive more than the amount of their debts secured, the funds in the hands of the company for the payment of such policies are not subject to garnishment by a creditor of the mortgagor.

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Phoenix Assur. Co. v. Allison, Tex. C. C. A., 27 S. W. R. 894.

WHEN MORTGAGEE CANNOT RECOVER.

A mortgagee, the beneficiary of a policy, procured by the mortgagor at the latter's expense, cannot recover on the policy if the mortgage debt has been paid.

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Eddy v. London Assur. Corp. et al., N. Y. C. A., 38 N. E. R. 307.

MORTGAGOR'S BREACH OF CONDITION—ADDITIONAL INSURANCE.

A policy payable to the mortgagee, as his interest might appear, provided that the company, on payment to the mortgagee of any sum for loss, should be subrogated to all his rights, but that no subrogation should impair the mortgagee's right to recover the full amount of his claim. Held, that where, before the loss, foreclosure pro-

ceedings had been commenced, the mortgagee could sell the premises thereunder after the loss, and enforce payment on the policy for the deficiency.

A policy payable to the mortgagee, as his interest might appear, provided that the policy should not be invalidated as to him by any act of the owner. Held, that additional insurance procured by the owner, in which the mortgagee had no interest, did not affect the mortgagee's right to recover the full amount of the policy, though the policy also provided that the insurer should not be liable for a greater proportion of any loss than the amount thereby insured should bear to the whole amount of the insurance on the property.

Nor does such insurance by the mortgagor affect the policy as to the mortgagee, though the policy provided that the insurer was only to be liable in the proportion in which the sum it insured should bear to the whole amount of insurance on the property held by any parties having an insurable interest therein.

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First Nat. Bank v. American Central Ins. Co., Minn. S. C., 60 N. W. R. 345.

The policy contained a printed condition avoiding it if the subject of the insurance is personal property, and be or become incumbered with a chattel mortgage. Held, the subsequent written portion of the policy, insuring the property of the insured, "its own, or held by it in trust or on commission, or sold but not delivered," did not annul, or supersede the condition against such chattel mortgage incumbrance, and the placing of such an incumbrance on the property after the making of the policy, and before the loss, avoided the policy.

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Garretson v. Merchants' & Bankers' Ins. Co., Ia. S. C., 60 N. W. R. 540.

"MERCANTILE PURPOSES"—GASOLINE.

Where the defense to an action on a policy, which allowed the building to be used only for "mercantile purposes," was the use of gasoline contrary to an express provision in the policy, in the absence of evidence establishing the consent of the company to the use of the building as a restaurant, it was proper to direct a verdict for defendant, though gasoline may be necessary to carry on a restaurant.

Potter v. Phenix Ins. Co., Fed. C. C. Mo., 63 F. R. 382.

VERBAL CONTRACT.

The issuance of a policy is not necessary to a valid contract of insurance; and if a verbal contract to issue is made with an authorized agent of the company, without mentioning any date for the insurance to take effect, the risk commences immediately.

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ASSESSMENT LIFE.

Newcomb v. Provident Fund Society, Colo. C. A., 38 P. R. 61.

DEATH BEFORE ISSUANCE OF POLICY.

An application for a mutual life policy, together with the membership fee and first quarterly premium, were received by a mere solicitor, who was not an agent of the company. The application provided that the company should not be liable until it and the membership fee were received by the secretary in New York. The policy provided that it should not be binding until the insured paid the membership fee and premium, and until it was countersigned by the agent of the company. The insured was killed two days before the policy was countersigned and such fee and premium were received by the agent. Held, that the company was not liable.

The fact that after the insurer's death the solicitor delivered the policy to his administrator did not render the company liable; it appearing that the agent received the membership fee and premium, and countersigned and sent the policy to the solicitor for delivery, in ignorance of the insured's death.

IT IS AN EASY thing to found a company on the basis of "We promise pay." Sure enough indemnity has cash behind its promises.

THE BEST WAY for clergymen to discourage divorce is to encourage life insurance. The beneficiary of a life insurance policy will hesitate long before instituting proceedings for divorce.

ACTUARY HARVEY—how old is he, anyway?—has again "written himself down." Of course he defends state supervision, since he is one of its chief beneficiaries; but his defense, as the reader will see from the following specimen assertion, will not inspire any respect for the actuary's powers of logic or acuteness of intellect. He says that no company, or class of companies, has ever opposed state supervision except through fear of its administration

upon their affairs. In this statement we have accurate measure of Mr. Harvey, the actuary of the Missouri insurance department by the "grace" of the political Boss. Whether Mr. Harvey is silly or dishonest we shall submit for answer to the reader who knows something of the annual raids of insurance departments on insurance companies' treasuries, who has heard of the insolvent companies pronounced solvent by insurance commissioners, or who has read Mr. Harvey's mediæval views on the effect of life insurance on suicide.

Waiver and Estoppel.

A PAPER BY PETER WINNE, OF HELENA, MON.

To treat this subject properly in all its bearings would require a volume; and the writer has neither the time nor the inclination to attempt to cover the whole ground as applied to insurance law, but will consider those points wherein our fraternity place themselves in an erroneous attitude most frequently by trying to maintain positions that are directly opposed to each other. Hoping that some practical good may be the result of this discussion of the subject, have concluded that I will give some plain practical facts without any attempt at a literary display. "The wise man" is credited with saying "There is nothing new under the sun," therefore I will not claim any originality of thought or argument, but will try to present the words of the best writers and the most pointed decisions of our courts, giving credit as far as possible to the authors of the same, merely trying to arrange and classify these so as to present them systematically.

The writer's experience a few years ago, taught him that no matter how good the reasoning he advanced, it was better to have some good authorities to substantiate the same in order to have it receive the proper consideration. The following account illustrates the incident referred to. Some insurance companies had decided to resist the payment of a claim on account of fraud and requested the writer to look up the case and advise with the attorneys as to the best course to pursue. After investigation into the facts, a certain line of defense was proposed, which the writer deemed the best possible one; but very much to his surprise the attorneys and all the companies decided that there was nothing in the position assumed. It was all in vain that reasons were given—reasons, too, that the attorneys said were good, but refused to try the case on the grounds taken by the writer, as

they knew of no decision to maintain the same. They admitted the justice of the defense contended for, its plausibility, etc. They were appealed to again and again to try the case on its justness and make a decision. They were inexorable, and refused to attempt to try the same in the manner requested. At last, after a long and diligent search, the writer found a decision advancing the doctrine he had been contending for, in which the words even, were almost the same as he had been using. The transformation in the minds of the attorneys was great. They became very enthusiastic, argued the case on demurrer and won it. This and similar experiences have taught me that it is quite important to have good authorities to substantiate the arguments advanced, and have led me to decide on the following manner of discussion rather than the advancing of my own views solely, believing that the authorities will give greater weight. Of course this will make the article more lengthy, but there can be no doubt but that it will make it much more useful as a reference.

No small amount of litigation is the direct result of trying to maintain positions that are diametrically opposed to each other. A waiver is never established, or the company estopped from assuming a position, where there has been no double dealing, no reversible, adjustable, double-acting performances, that are calculated to mislead. It is no uncommon occurrence to find an adjuster who tries to maintain two attitudes that are not within the range of any human possibility to be harmonized. In nearly all such cases the party eventually finds himself in the condition of the Irishman who insisted that the bees in Ireland were as large as sheep in this country. When asked how the bees got into the hive, replied, "Shure, that is their own business." When we try to maintain inconsistent situations we will sooner or later be driven to equally as ridiculous subterfuges as cited above, in the attempt to justify a wrong course—then waiver and estoppel will prevent our maintaining the rights we had, and we will in the most of instances, learn that it would have been far more profitable to have been consistent.

If we wish to enforce the conditions of the policy and know the same to be void, the better way is to notify the assured that we have doubts as to the validity of his contract. But in any event we shall expect a strict compliance from him of all the terms and conditions of the same if he expects to recover under it;

that we waive none of our rights but stand by and maintain all of them. Did you hear of a case of waiver or estoppel being substantiated where such a course was pursued? And instances are very rare where one was claimed.

Let us notice before proceeding to discuss this subject, "That the policy is a contract." The law between the insurer and the insured, is the policy with all its clauses, conditions and stipulations, by which their mutual rights and liabilities are defined. *Branch Ins. Co. v. Helfenstein*, 40 Penn. Stat. 289.

And where there has been no waiver the policy conditions are valid. The supreme court of the U. S. on this point says: "The public have an interest in sustaining the clauses of the policy." *Carpenter v. Providence Washington Ins. Co.*, 16 Peters (U. S.) 496.

Waiver, according to Bouvier, is the relinquishment or refusal to accept a right. The same writer says, estoppel is a preclusion in law which prevents a man from alleging or denying a fact. Lord Coke says, "It is where a man's own act stoppeth or closeth up his mouth to allege or plead the truth."

The rule of law is clear where one by his own act or words causeth another to do or believe a certain state of things or to alter his position, that the former is precluded from averring against the latter a different state of things as existing at the same time.

Waiver and estoppel, as applied to insurance, are so nearly allied that the courts use them indiscriminately, therefore the writer will take the liberty to pursue the same course in this paper.

No one is held to have waived his rights until it be shown that he has done so with a knowledge of them. *Finley v. Lycoming Ins. Co.*, 6 Casey 311.

There would seem to be no danger of a waiver from the above until we have knowledge of the violation; after that, the insurer or his representative should say or do nothing nor make any negotiations without reserving the point. It has been said that a waiver never occurs unless intended; or where the thing relied on as a waiver is such that it ought in equity to estop the party from denying it, and to constitute a waiver there must be not only knowledge of the thing waived, but the act of waiver must be knowingly done.

The doctrine of estoppel lays at the foundation of the law as to waiver. While one party has time and opportunity to comply with a condition precedent, if the other party does or says anything to put him off his guard and to induce him to believe that the condition is

waived, or that a strict compliance will not be insisted upon, he is afterwards estopped from claiming non-performance of the condition. *Underwood v. Farmers' Ins. Co.*, 57 N. Y. 505.

There can be no waiver of a condition precedent, except there be in the case an element of estoppel.

When the insurer has done nothing to induce delay on the part of the insured, to comply with the condition precedent, there can be no waiver. The waiver must either be expressed or the result of such acts and conduct on the part of the insurer as will operate as an estoppel against a defense, predicated upon the ground of non-compliance with the condition on the part of the assured. *Underwood v. Farmers' Joint Stock Ins. Co.*, 57 N. Y. 506. *Clark v. N. E. Fire Ins. Co.*, 6 Cush. Mass. 342. *Underhill v. The Agawan M. F. Ins. Co.*, 6 Cush. Mass. 440. *Ames v. N. Y. Ins. Co.*, 14 N. Y. 253.

A waiver or estoppel in order to be effectual must be made by an officer or agent authorized to make it. *Lee v. Guardian Life Ins. Co.*, 5 Ins. L. J. 26 (U. S. C. C. Dist. Cal. 875).

WAIVER OF PAYMENT OF PREMIUM.

The question as to whether a credit was given, or a condition waived, is for the jury; and may be an expressed waiver, or may be implied from circumstances, as that the policy was delivered without pre-payment. *Story on Agency*, 267. *Wright v. Hartford Ins. Co.*, 36 Wis. 522. *White v. Conn. Ins. Co.* (S. J. C. Mass.) 5 Ins. L. J. 812. *Eagan v. Aetna F. & M. Ins. Co.*, 6 Ins. L. J. 832 (S. C. A. W. Va.). *Mason v. Citizen's F. & M. Ins. Co.* (6 Ins. L. J. 842). *Bowman v. Agricultural Ins. Co.*, 59 N. Y. 521, (5 Ins. L. J. 12). Or that the premium was subsequently received. *Young v. Mutual Life Ins. Co.*, 2 Savage (U. S.) 325. Or that it was subsequently demanded by the insurer and he treated it as a debt against the assured, or any act or circumstance that tends to show there was an assent on the part of the insurer to a non-compliance with the conditions. *Washoe Tool Co. v. Hibernia Ins. Co.*, 66 N. Y. 613 (5 Ins. L. J. 773). Held that the agreement of the agent to extend the time of payment was a waiver of the condition of the policy that it should not be binding until payment of premium, and the fact that the agent did not indorse such waiver on the policy as required by another provision did not prevent recovery. *Young v. Hartford Ins. Co.*, 6 Ins. L. J. 43. *Gay v. Farmers Mut. Ins. Co.*, 12 Ins. L. J. 595.

When a credit has actually been given it seems to be well settled that the policy remains in force until cancelled for non-payment of premium. *Frankle v. Pennsylvania Ins. Co.* (U. S. C. C. Dist. Col.), 12 Ins. L. J. 614. *Miller v. Life Ins. Co.*, 12 Wall. U. S. 285. *Washoe Tool Co. v. Hibernia Ins. Co.*, 66 N. Y. 613.

The issue and delivery of a policy without requiring prepayment of the premium establishes the fact that credit was given therefor. *Laton v. Germania Ins. Co.*, 27 La. An. 113.

Delivery by an agent of a policy and renewal certificate as valid instruments, is a waiver of the formal terms and makes them binding, even when not countersigned. *Hibernia Ins. Co. v. O'Connor*, 29 Mich. 24.

WAIVER AS AFFECTED BY KNOWLEDGE OF THE FACTS.

The insurer is estopped from setting up the breach of any condition when at the time of its issue he knew that the condition was inconsistent with the acts. And the assured has been guilty of no fraud or the breach of any condition after the policy was issued, if it has induced the insurer to believe or rely upon it, that such breach was waived, or has been induced to do any act, at the request or by the direction of the company which he otherwise would not have done. *Webster v. Phoenix Ins. Co.*, 36 Wis. 67 (3 Ins. L. J. 931); 17 Am. Rep. 481.

In this case the policy prohibited other insurance without notice. Whether defendant's agent knew of other insurance or not before the loss, did not clearly appear, but after the loss, the agent informed the assured of it, and knowing of the breach, the company required the claimant to furnish plans and specifications at considerable expense, and it was held that this operated as waiver of the breach and estopped the company from setting up an avoidance of its liability. Commenting on this, Lyon, judge, says: "A party cannot occupy inconsistent positions, and when one has an election between inconsistent courses he will be confined to that which he first adopts." It could have declared the policy void because of the additional insurance effected without its consent, or it could treat the policy as valid and pursuant to stipulation therein, require the plaintiff, in addition to the usual proofs of loss, to furnish plans and specifications of the building destroyed. With full knowledge of all the facts it chose the latter course and the plaintiff at great expense to herself complied with its requirements.

This was a most decisive act on the part of the defendant—an act utterly inconsistent with an election to declare the policy void for a breach of any of the conditions. And it seems clear to us that the defendant is estopped thereby from insisting on a forfeiture of the policy.

In this case the company has furnished an excellent illustration of the case of a company exceeding its simple right to demand proof of its liability. Had it stopped after exercising this right, there would have been no waiver. But as it is, it required the assured to go to additional expense to furnish plans and specifications of the building after it had proof that its policy was void.

(Continued in our next issue.)

The Doom of General Average.

FROM A PAPER BY W. H. JARRETT, READ BEFORE THE INSURANCE INSTITUTE OF VICTORIA.

Interest in the subject has recently been revived by an address read before the committee of Lloyd's by Mr. Owen.

It is true that Mr. Owen's proposal is at present merely to limit the range of general average, but it is quite clear from the whole tenor of his remarks that he regards the system as now altogether unnecessary, and that he would advocate its abolition if that course were immediately practicable. And there can be little doubt, moreover, that if Mr. Owen's suggestion were adopted, it would not be long before the whole cumbrous, useless, and expensive farrago of absurdities would come toppling down and be swept away into the limbo of forgotten abuses.

Briefly, Mr. Owen's suggestion is that ship-owners should insert in their bills of lading the following clause:—

"General average as per York-Antwerp rules, except that voluntary sacrifices shall be borne solely by the owners of the property sacrificed, and shall not be the subject of general average contribution."

He points out that insured shippers of cargo would not object, seeing that their underwriters would, if requested, willingly consent to protect them by a special clause in their policies against loss by jettison, etc. It may be urged that now *rara avis*, the uninsured shipper, might object. But even he would have little reason to complain, for—putting aside the fact that if he is prepared to run the risk of a total loss, he must *a fortiori* be prepared to run the risk of a partial one—he would be relieved from the obligation to contribute to voluntary sacrifices on the part of

the ship, and, like the underwriter, would save the expense and delay of a general average adjustment. He is in fact his own underwriter, and what is advantageous to a public underwriter must be advantageous to a private one.

It remains to consider the effect of the proposed change from the point of view of the shipowner. He would retain all the advantages secured to him by the clauses of the York-Antwerp rules expressly designed to benefit him, and he would be freed from an infinity of vexation and trouble. In some few cases he might suffer; such, for instance, as damage sustained by machinery in the attempt to float a stranded steamer, or, very rarely indeed, by cabin fittings from water pumped into a vessel to extinguish a fire. But such injuries are of rare occurrence, and when they do happen they bear so small a proportion to the value of a modern steamer that they are virtually a *quantite negligeable* as compared with the loss sustained by the owner in having to make good in general average the value of cargo jettisoned or destroyed by water used to put out a fire. Here, again, the shipowner, like the cargo-owner, is in the same boat with his underwriter. What is beneficial to the one must be to the advantage of the owner.

But this is not all. Consider how his ship suffers in the loss of prestige arising from the occurrence of a heavy general average, of which both shippers and underwriters are kept constantly reminded while the adjustment is in progress. Think of the trouble which he incurs in collecting deposits and refunding surpluses, and in furnishing evidence and explanations to satisfy a painstaking adjuster. Look at the annoyance caused by his inability to close his ship's account, probably for years, while the adjustment is in course of incubation.

Apropos of this, I may mention that a well-known merchant of this city, to whom a large number of vessels are consigned, told me recently that he had held for years, and still held, many sums of money belonging to consignees of cargo, or their underwriters, as refunds of overpaid general average deposits; that he had advertised and had written to the supposed owners, and that he positively could not get rid of the money. Every underwriter knows how difficult it is to watch these recoveries, and there is no doubt that thousands of pounds are lost in this manner every year.

It is admitted even by Mr. Owen's oppon-

ents that if all ships and cargoes were insured, it would not matter if his suggestion were adopted to-morrow. They go even further, and implicitly, if not explicitly, admit that it might be extended to steamers in regular trades even if uninsured. By the exhaustive process we accordingly arrive at the conclusion that the only cases in which it is alleged that the scheme would work disadvantageously are those of uninsured tramp steamers and sailing vessels.

These Things Affect Fire Insurance Rates.

The following is taken from an underwriters' association's circular. It deserves careful reading by merchants, householders and policyholders generally. The outlined faults of management and construction very seriously affect fire insurance rates:

FAULTS OF MANAGEMENT.

STOVEPIPES. If they pass through floors or hollow partitions, they should be protected by double metal chimneys or sleeves. They should not enter the bottom of a flue vertically, or pass through a window or roof, or enter a flue in an attic or unused room, where the pipe could slip out of the hole in the flue and permit sparks to escape where they would not be noticed. All openings for stovepipes, when not in use, should be covered with tight-fitting metal caps.

SWINGING GAS BRACKETS. These should be provided with stops and with glass globes or wire cages, to prevent their swinging against woodwork, curtains, etc. They should never be within 36 inches of woodwork overhead. The same remarks apply to bracket lamps.

ELEVATOR SHAFTS. These should not be lined with wood; where lined with wood there should be a covering of tin or galvanized iron. The bottom of the shafts should not be used for closets, especially for lamp and oil closets. Oily rags used in cleaning furniture, utensils, floors, etc., have been the cause of many mysterious fires in closets, cellars and out-of-the-way places; they should be burned immediately after using.

BROKEN PLASTERING exposing the lathing and permitting fire to escape into the hollow space between floors; and broken windows, which enable vicious parties to set fire to buildings, etc., should be corrected.

EMPTY BOXES, BARRELS AND RUBBISH in rear yards or alleys, or in the recess for windows below grade, or in area or in cellar openings under sidewalk gratings, are charged for.

Falling sparks from neighboring fires, or a cigar or a cigarette carelessly thrown away, may cause a fire, destroying not merely the building of the owner who is at fault, but perhaps an entire city.

SAWDUST SPITTOONS, or sawdust on floors, are prolific causes of fire. White sand is not only safe but cleaner. Cigarette or cigar stumps thrown into sawdust spittoons cause numerous fires. Sawdust when saturated with oily substances is very liable to burn spontaneously. The danger is not merely while on the floor, but is especially great after it has been swept up and placed in a barrel or where it can overheat in the cellar.

ASH AND WASTE CANS should be of metal.

FAULTS OF CONSTRUCTION.

HOT AIR FURNACES. The top of a brick furnace should not be less than four inches below any wooden beams or plastered ceiling in the cellar; there should be a hanging metallic shield above the furnace.

HOT AIR PIPES should never pass in the space between the floor and ceiling below, nor should they pass in hollow, wooden lath partitions; in constructing a building, they should always be run through the brick walls.

COLD AIR BOXES which supply cold air to furnaces in the cellar should be of metal; when of wood, there is great danger of fire. Wooden cold air boxes also endanger life, as they are frequently full of cracks and holes and suck the foul air of the cellar, from wet coal, decaying vegetables, sewer gas, etc., into the furnace, which then forces it throughout the living rooms of the house.

STEAM PIPES should not be in contact with the woodwork; they should be protected by metal sleeves and an air space of at least a quarter of an inch left around the pipe.

ROOF SPACES, BLIND ATTICS, COCK LOFTS, ETC., are objectionable, as fire getting into such places is not easily discovered and is seldom extinguished. The danger is increased if the elevator shaft or staircase openings communicate with such space, as in such event, a fire in the lower stories of a building would rapidly spread to the most inaccessible portions of the building.

SKYLIGHTS. Unless these are of heavy hammered glass at least half an inch thick, and with iron frames, they should be protected by heavy wire netting both above and below them. The wire netting above the glass would prevent it being broken by broken shingles etc., from adjacent fires.

CHIMNEYS. These should be built from the ground, and where this is not possible, they should be corbeled out of the brick wall: in no case should they rest upon wooden floor beams, which are liable to settle and open cracks. Flue walls should be not less than eight inches in thickness, and the inside or throat should be lined with cast iron or burnt clay pipes, which can be easily procured for the purpose. They should in all cases be of sufficient size to perform the service expected of them, and where connected with a steam boiler there should not be less than 64 square inches throat capacity. Only the best bricks and mortar should be used in constructing flues. Chimneys only four inches or half a brick in thickness are dangerous.

CITY WATER SERVICE, FIRE DEPARTMENT, ETC. Every property-owner is interested in improving the water service of his city. Street mains should not be less than 10 inches in diameter, as a rule. Inadequate fire protection adds to rates of insurance.

COPED WALLS: The side walls of buildings, especially in blocks, should be carried through the roof to a height of at least 12 inches above, and be coped or covered with stone or metal, to keep rainwater out of the mortar joints. Such walls, by separating the roof timbers of two adjoining buildings, tend to protect each from a fire in the other.

ROOFS. Mansard roofs are bad, and add materially to the rate. The best roof is a flat, metal roof, without any cock-lofts, blind attic or hollow space.

ELEVATORS, STAIRCASES, ETC., should be in fire-proof or fire-resisting shafts, or in hallways cut off from the main structure by brick walls, with self-closing doors at each story.

DUMBWAITERS, VENTILATING SHAFTS and all other openings from floor to floor throughout buildings, if necessary (and they seldom are) should be of fire-resisting material throughout; at best, they are likely to serve as flues and convey fires throughout the structure. Wooden chutes, wooden dumbwaiter shafts, etc., are inexcusable, and well-holes, while frequently found in mercantile buildings, ought not be allowed anywhere.

WOODEN CORNICES and wooden or cloth awnings help to spread fires. There is no excuse for the wooden cornice; it should be of metal, brick, terra cotta or other incombustible material.

LIGHTING. If by electricity, electric wires should be run through strong tubes of brass or other metal, with hard rubber insulation.

Where not so protected, the driving of a nail by some careless mechanic, breaking the insulation and cutting the wire or combustible material, may cause a short circuit and a serious fire.

A Year's Insurance Decisions.

VERY BRIEF ABSTRACTS, CAREFULLY COMPILED BY A BRIEFLESS BARRISTER, AND ALONE WORTH THE PRICE OF A YEAR'S SUBSCRIPTION.

FIRE.—Adjusters waive proofs of loss when they tell insured the loss will not be paid.

The word "immediate" means "within a reasonable time."

"Loss by fire only" liability does not cover loss by gas explosion, where fire does not follow.

Where agents have authority to issue a policy with or without an attached clause, said clause can be orally waived by the agents, in spite of provision in the policy that no waiver shall be binding unless written on the policy.

TITLE.

Policy issued to a "sole trader" is violated by his subsequently taking in a partner.

An executory contract for the sale of insured premises, followed by delivery of possession, is a change of title voiding the policy if not consented to by insurer.

Where insured is represented as sole owner, joint ownership with wife, in absence of proof of fraud or mistake, voids the policy.

Forfeiture by a change of title on realty does not avoid the amount on personalty in the same policy.

Partnership.—Condition as to title or possession is broken if two of the partners sell and deliver their interests to the third partner; and the latter can not recover even to the extent of his original interest.

Policy insured man and wife as business partners. Wife died, leaving all her property to her husband for life. Held, there was no such change in title or interest as to avoid the policy.

REPAIRS.

The allowance of 15 days during which mechanics may be employed in a building does not permit the building to be unoccupied during the repairs.

Clause permitting employment of mechanics to make ordinary repairs not exceeding fifteen days does not apply to repairs made by the owner.

Repairs without consent in violation of the policy annuls the same, regardless of the fact

that a fire occurs after the repairs have been made and in no way as the result of such repairs. So says the United States supreme court. According to this decision every fire policy becomes void as soon as one of the conditions is violated.

ELECTRICITY.

Where a fire produces a short circuit the insurer is responsible for ensuing damages.

USE OF PREMISES.

Recital in application and policy that premises are used for a certain purpose are not a warranty that the use for that purpose will be continuous.

MORTGAGE CLAUSE.

Provision against future incumbrance is not broken by the renewal of a mortgage (with accrued interest) in existence at the time of the application.

MORTGAGEE.

Mortgagee can recover loss on unmortgaged property as well as on mortgaged property where policy covering both are payable to him "as his interest may appear." Policy payable to mortgagee is a contract for his benefit, and he is entitled to recover in his own name the full amount of insurance, if the same does not exceed the amount due on the mortgage.

VACANCY.

Tenant moved out the day before fire, leaving some of his furniture. Held, there was no vacancy.

Tenant moved out of his store when the lease expired, but left a counter behind. Held, there was a vacancy. See "Repairs."

Temporary absence two months where house is visited daily by a neighbor is not vacancy.

PROOFS OF LOSS.

Where proofs are shown to have been mailed it will be presumed that they were received until the contrary is made to appear.

Insurer held the proof for over 60 days. It could not, therefore, afterward object to the sufficiency of the proofs.

Acknowledgment of receipt of claim of loss does not waive proofs of loss.

If the insured does not make proof of loss within the time prescribed, he waives his claim.

SALE PENDING APPRAISAL.

Where policy gives the insurer the right to take damaged property at appraisal value, the insured has no right, while negotiations for an appraisal are pending, to sell in parcels and

dispose of the damaged property. If he does so he can not recover under the policy.

MUTUAL FIRE.

Collection on a premium note after forfeiture does not waive such forfeiture where the assessment is made to pay loss occurring prior thereto.

CONTRACT—CUSTOM.

Where there is a fixed rate and a usual term it is not necessary to say anything about rate or time of insurance in order to make a binding contract.

POLICY IN UNAUTHORIZED COMPANY.

Policy was procured by an insurance broker in a city in a state where defendant company was unauthorized to do business. The policy was therefore void.

INSURABLE INTEREST.

Owner of land has an insurable interest in buildings in course of construction thereon by a contractor, who furnishes materials and labor, and is to be paid after completion of the work.

INCREASED HAZARD.

Where there is an increase of hazard, without notice to company, the policy is invalidated notwithstanding the fact that the insurer writes such increased hazard risks in the neighborhood.

THE APPRAISER.

An appraiser has the right, on any special branch of the appraisal, to make use of the judgment of another skilled in that special branch, upon whom he can depend; and the valuation of that person is his if he chooses to adopt it.

INVENTORY.

Warranty to make itemized inventory once a year gives the insured one year from date of policy to make such inventory.

Insured's concealment of an inventory is not the concealment of a material fact unless it works injury to the insurer.

FALSE SWEARING.

The statement that goods were destroyed by fire, when in fact they were destroyed by water and smoke is not "fraud by false swearing."

False swearing, to avoid the policy, must be false swearing as to some material fact.

ADDITIONAL INSURANCE.

Insurance by mortgagee, though covering the interest of the mortgagor unknown to the latter, is not additional insurance within the

meaning of the policy clause prohibiting it.

Consent to additional insurance given by an authorized agent, in reliance on which the insured acts, binds the company.

ARBITRATION.

Company said it would pay nothing more than under a strict construction of the policy. Held, that the insurer waived right of arbitration.

Where insurer asks for arbitration, proofs of loss are waived.

THE AGENT.

The soliciting agent of a company is not made the agent by inserting in the policy a stipulation to that effect, so as to make insured chargeable with errors of agent.

The local agent has no authority to waive proofs of loss. It is not waiver of such proofs to notify insured that an adjuster would be at his place on a certain day.

(Concluded next month.)

How to Reduce the Electric Fire Hazard.

Editor The Coast Review:

In view of the recent heavy losses in this country due to electric wires, one rather expects to see some more decisive steps taken by underwriters, than have been yet towards self-preservation from this new and insatiable enemy.

We read of the various meetings around the country, and the reports of the "committees on electrical hazards," and the fact of an experimental station being founded in Chicago, but all the time the fires go merrily on without any regard for theories and experiments. Before they dig up in Chicago any scientific relief from the foe, we may be all out of our positions and "To let" signs on the office doors.

Something quick, short, and to the point should be done before another loss occurs like that of G. B. & L. on Pine street, which need not be unexpected when it does arrive, from the tenor of the marshal's public statement.

When business is over and a building is closed for the day, why should the current be left there? These fires, most of them, occur during night time or Sundays, when nobody wants the lights, save perhaps the watchman, if any, and he could use the lantern instead. A day fire is soon seen, when employees are distributed all over a building; but lookout for these night ones, when the "guardian angel" is in a remote corner—perhaps asleep. That's when these wires do the mischief, and

that's just the time the current should be out-doors!

So, gentlemen of the Pacific Insurance Union, there's a relief—perhaps but temporary, until the paid electricians can discover something more intricate and expensive—but still apt to be very effective.

Remove the cause, at the most dangerous time and when it is unused and unnecessary, and the results will be "balm of Gilead."

SUGGESTED ELECTRIC CLAUSE.

Warranted by the assured that all electric wiring shall be controlled by a switch placed outside of the walls of said premises and that at all times when such premises are closed all electric current shall be turned off at said switch.

Submitted with all deference by

A CLERK.

Now for the Figures.

City, California, Coast, national and company figures. Every insurance man is eager to see them. The books for the year will soon be closed, and then we shall have an avalanche of figures.

The year 1894 has been a peculiar one for underwriters generally. Fire losses are said to have decreased, but it is believed that the fire premiums have likewise decreased, thus leaving general results uncertain.

Little has been heard from life and casualty interests, but doubtless they have suffered in common with business generally. They will do exceedingly well if they hold their own.

Probably the assets of companies will show no loss from depreciated values. Deductions made in 1893 should about cover the decline in this respect since 1892.

Annual statements will be welcomed and closely scanned in the early part of 1894 as never before. Every company that can make a good showing will certainly spread its annual statement before underwriters in particular and the public in general at an early day.

Oxide Gas.

After the great forest fires which destroyed the lives of five or six hundred people along the shores of Lake Superior, many dead bodies were found at remote distances from the fire and bearing no traces of flame. It is probable that these victims were suffocated by oxide gas from the burning forest, driven by a gale, and overtaking the fleeing villagers. At the frightful Opera Comique fire in Paris, a few years ago, a number of bodies were found near the staircase. It is remarkable that not a particle of clothing, even of delicate female

wearing apparel, was burnt. One thing alone proved the high temperature of the burning house—the gloves were all cracked, but the skin beneath was uninjured. A series of experiments showed that these gloves cracked at a temperature of 110 degrees; at 150 degrees they carbonized; hence it would appear that the unfortunate victims endured a heat of only 140 degrees, or that of a Turkish bath. As not a button was missing, nor a garment torn, there had been no struggle. The cause of death, then, was suffocation by carbonic oxide. The blood was very red, whereas death by heat alone makes it black, and an analysis showed the blood to be full of carbonic oxide. The redness of the blood caused a peculiar effect. The skin where exposed was completely blackened, but when washed it became quite rosy, owing to excess of carbonic oxide, so much so that many relatives of the victims were convinced that the latter had simply lost consciousness. Undoubtedly this gas, which expands so enormously at high temperature, was the cause of many deaths in the great forest fire in the Northwest.

Which Would You Prefer to Insure?

PRIZE FIGHT.

M. was knocked out in the third round. He was interviewed in the bath a few minutes later, and was found to have suffered little. One eye was much swollen, and his nose was still bleeding.

FOOT-BALL GAME.

C. B. (Harvard) hurt. C. B. again hurt, but resumes play. C. B. is forced to retire from the game by his injuries, and is helped off crying.

Wo'n hurt and forced to leave the game.

Wr'n breaks his collar-bone.

H.'s nose is broken.

A delay of three minutes while M. is being resuscitated.

Another man knocked out.

M. carried off the field on a stretcher.

H. permanently disabled.

The foregoing is compiled from a daily paper. Surely no accident company insures a foot-ball player.

Go Abroad for the News.

We find the following in the Review of London:

"One more evidence of the growth of European civilization and institutions in the Japanese empire is shown by the fact that the Tokio, a marine insurance company of the capi-

tal of Japan, has extended its operations to California. The North American press fears that the said company may prove prejudicial to the national companies."

The Ideal Life Insurance Policy.

BOSTON, NOV. 22, 1894.

Editor The Coast Review:

In the November number of the Coast Review, under head of "Life Insurance Notes," I read the following line: "The ideal policy is yet to be framed." By this mail I send you one ready for framing. Without attempting any joke, here is a contract that is real, but embraces all the ideal that I have been able to dream of, during a long service as a solicitor.

The interests of the company are properly guarded, and the interests of the insured cared for. Non-forfeiture exists after three years in an absolute manner, and three options are given which will cover almost any possible condition or circumstance of the insured. Then if the insured be so careless as not to exercise an option, a rule of conduct is declared for action by the company.

The conditions and limitations are all that is reasonable, guarding the interests of company and assured alike.

The above are broad claims to make; perhaps too broad. The intent of the company is to be that which is expressed above. Can you criticise it so that it may be corrected, if not as claimed?

The attempt is made to produce that which is correct, a contract guarding strictly every interest of the insured.

Yours very respectfully,
JAMES PHELPS.

* * *

THE COAST REVIEW'S REPLY.

We take the liberty to print the foregoing letter, because it gives us occasion to compliment Mr. Phelps's company, the National Life of Vermont, and also to repeat our assertion, "The ideal life insurance policy has yet to be framed."

Perhaps we should say, our ideal policy, for in one sense of the word the product of the best thought is an ideal work, though it should be vastly improved soon thereafter.

If the ideal life policy be defined as perfection, our correspondent will probably admit that such a policy has yet to be framed. When it is, there will be no more improvements.

We cheerfully admit that the National Life Insurance Company's policy is as near perfec-

tion as any existing policy. Our criticism is invited, but we have none to make. The policy is about perfection of its kind.

The ideal life insurance policy is one which perfectly carries out the basal idea of protection for the helpless. This policy has never yet been framed. The companies are gradually approaching it, however. We predict that one of the smaller companies will be the first to introduce it.

"Needed Life Insurance Reform."

The editor of an interior daily wants to "reform" life insurance so that the policyholder, in case of inability to pay his premium after a year or two, shall be entitled to a paid-up policy in fair proportion to the premium paid. "This system prevails in New York and Massachusetts, and ought to prevail in California." Strange, isn't it, that the same companies which grant such paid-up policies in New York and Massachusetts, should withhold them in California? The San Joaquin critic says they do. Perhaps he is not infallible, however. If he will name the company that refuses to give an equitable paid-up policy based on the contribution to the reserve fund, The Coast Review will take pleasure in printing the name and ornamenting it with an embroidery of our own design.

A General Fire Tariff in New South Wales.

There seem to be good grounds for hoping to see a tariff in operation before long. At a general meeting of the associated fire offices in Sydney Thursday, October 25, the following resolution was carried unanimously:—

Resolved, That the tariff committee be requested to bring up a tariff or a minimum rate for all risks (city, suburban and county) outside the existing tariffs, the same to be considered at an early meeting of the insurance companies.

"VALUED POLICY LAWS" promote incendiarism by compelling the insurance companies to pay more than the actual loss.

THE average of claims resisted by the fire insurance companies of the United States is less than one per cent. of all the claims.

THE insurance companies contract to pay the amount of loss up to a certain figure, not the amount of the insurance regardless of the loss.

THE laws of California permit the organization of fire mutuals, but require the same protective funds as in the case of a stock company. The law is a just one.

With Our Exchanges.

The editor of a contemporary has ordered a bust of himself made, to be placed in his office. If it is as "large" as some of his "busts," the expressman will be unable to get it through the office door.

A correspondent of the Los Angeles Investor says "some insurance men are gentlemen." The Investor owes its readers another apology. All insurance men are gentlemen, excepting its nameless correspondent.

The Insurance Gazette of Ireland uses the phrase "right away." We object. According to Dickens's "American Notes" the Americans have a copyright on "right away," as the English have on "different to."

It is all in your "i." H-i-n-e, a New York insurance journalist. H-e-i-n, a New York Hebrew who came to this country many years ago, and whose descendants now hint that "one Hine" is a renegade member of the family.

The Insurance and Commercial Magazine has withdrawn its powerful support from the president. It is this fact, and not the gout, as we verily believe, that caused the chief magistrate's recent illness. Mr. Livingston's love has been to hatred turned, and with lance poised he is ready to charge. He presents a more pleasing look when he is charging the Mutual Reserve Fund for a "puff."

The New York Lloyds.

With few exceptions the numerous Lloyds fire insurance combinations of individual underwriters in New York city, which have recently sprung up like mushrooms, are wholly unreliable.

The commercial agency reports show that many of the Lloyds underwriters have no property at all. Some of them are clerks, others are brokers, others are small business men whose credit is none too good at wholesale houses. The fact that a well-known and reliable merchant or capitalist heads the list is no guarantee of the ability of the other underwriters to pay their share of the loss.

At present these Lloyds of New York city are virtually lawless speculations, without adequate reserve funds or legal restrictions. The liability of the underwriters is cunningly limited, as a whole and as individuals.

* * *

A committee appointed by the New York chamber of commerce recently made a long report on the Lloyds system of fire insurance.

The report is unfavorable to the Lloyds. The committee make the following points:

In the event of a fire involving a number of risks Lloyds subscribers would be unable to meet their obligations.

Under the limited responsibility clause the policyholder can recover a pro rata share of the aggregate amount of only five separate claims.

Loss claimants must sue each Lloyds subscriber, in case of a disputed claim.

The maximum liability is five times the amount of subscription, by any one conflagration.

In case of the death of a subscriber his pro rata might not be paid until the final settlement of the estate by court proceedings.

The bankruptcy of a subscriber would probably entail a loss on the claimant.

* * *

The Illinois supreme court has just decided that the Lloyds having usurped the powers of a corporation are to be regarded as such. According to this decision the Lloyds can not legally transact business without complying with the laws governing insurance corporations.

Farmers Alliance Insurance Company.

The affairs of this company in Kansas are unpromising indeed. The Alliance does not even promise to pay claims, now. The Ellis, Kan., Headlight says:

Frank Erbert, a hard-working farmer, was induced to insure in the Farmers Alliance. Now he has a claim which the company is unable to pay. It sends him a circular, stating that it is unable to meet its contracts. Its resources were placed at \$17,000 and its liabilities at over \$30,000.

Two years ago this company had over 9,000 members. Its failure and long string of unpaid claims should be a warning to California farmers. Beware of Farmers Alliance insurance companies.

In the "great fire of London," 1666, 13,200 houses, churches, halls, libraries, hospitals, etc., were destroyed and only six lives lost.

STATISTICS show that the Northern states for fourteen years have been paying nearly 20 per cent. of the insurance losses in the Southern states.

A MORTGAGEE for whom an insurance policy is issued does not lose his rights thereunder by failing to notify the insurance company of a transfer by the mortgagor.—Phenix Ins. Co. v. Omaha Loan & Trust Co.

Accident Notes.

There are renewed rumors of the capitalization of the United States Mutual.

Aspiring agents are after the general agency of the Ocean Accident & Guarantee of London, for the United States.

The "square combination policy" of the United States Mutual Accident Association attracts favorable attention.

Foreign Notes.

The Phoenix of London, it is said, will hereafter make public its annual statement.

To prevent fires by tramps Scotch farmers have sheds with bunks for the vagabonds to sleep in.

The Manchester Policyholder says there is no foundation for the rumor that the Lion is about to be absorbed by the Manchester Fire.

A photographic fac-simile has been made of a policy of the Royal Insurance Company covering £1,884,404 on guano. This is probably the largest policy ever issued by any one company.

H. E. Wilson, for fifteen years secretary of the Northern Assurance Company of London, has been promoted to the position of general manager, succeeding Manager Valentine, deceased.

An English agent suggests that every insurance agent be required to pay \$50 annually to an insurance agents' widows' and orphans' fund. This "tax," he thinks, would encourage legitimate agents and put a stop to "poaching" agents.

The London Review thinks that the Universal Insurance, Loan and Investment Company, Limited, of England, will expire with the year. The total assets of the company aggregate only \$5,000. It is poorer than a San Francisco assessment company, but the London board of trade allows this Universal humbug to transact a life insurance business.

The Lloyds of London, it is said, will insure anything. Several months ago they insured an amusement enterprise in an amount sufficient to cover expenses, and the narrative thereof appeared in a San Francisco daily last week as a "special dispatch." The Lloyds draw the line at one thing, however. They will not guarantee the payment of a policy by an American assessment company—nor by a New York Lloyds, either.

Life Notes.

During 1895 the Coast Review will print special pages for life insurance canvassers.

Prof. Stewart is doing some clever advertising work, throughout the country, for the Mutual Life.

The Manhattan Life has just recovered a \$28,000 judgment against A. W. McKowen, an ex-district agent.

Vice-President Bates of the Union Mutual Life has just completed his twenty-fifth year of service for that company.

The Home Life is taking over Commercial Alliance policyholders on advantageous terms, medical examination included.

The Washington Life's admirable almanac is out. This year it is Gems of Literature and Art, and a little more of a gem than ever before.

The Coast Review will ask general agents and managers to give Coast figures for 1894. We should like to print at an early day the Washington, Oregon and other Coast figures, as well as those of California.

The Omaha general agents have signed an agreement not to employ any agent or solicitor who can not furnish a letter from his former employers, showing that he has made a satisfactory settlement and that his methods of doing business are honorable. One hundred years from now the Coast Review will record a similar pledge by San Francisco general agents.

A well-known London manufacturing concern (says the Policyholder) is reported to have arranged with an "old established life office" for the issue of short-term policies to all individuals whose purchases between November 1 and December 15 shall amount to more than £20. Thus, if a customer has bought within the time mentioned £80 worth of goods, a policy for that amount will be issued, and should death occur from any cause, with the exception of suicide, during 1895, his executors will be entitled to claim that sum. In a similar manner it is proposed to issue one-year policies at the end of 1895 to be in force during 1896, the amounts to be determined by the value of the purchases during the former year. No single insurance is to exceed £300, and no customer over 60 years of age will be allowed to participate in the benefits of the scheme except by special arrangement.

'Assessment Affairs.

The Mutual Benefit Life Association of New York has a new receiver, who may be able to pay ten cents on the dollar.

* *

The modest Harper has offered to retire from the control of the Mutual Reserve Fund for a modest \$1,500,000. Authority, Armstrong. Scheme, practicable. President Harper holds a majority of the proxies. If he should sell this "control" it would of course be to a syndicate. Why should a syndicate or an individual pay a large sum for it? To appropriate the assets and wreck the association? It would be a profitable contract. There may be some grounds for uneasiness.

* *

The receivership of the Iron Hall swindle has already cost \$157,000. It is better to be a receiver than a giver. In this case the Iron Hall is the Receiver's Haul.

* *

The Equitable Aid Union reports two assessments each for November and December, though fifty-one new unions have recently been organized.

* *

The Knights of Honor order is in trouble. It is bloodthirsty, and is crying for "new blood." A bonus of \$3.00 is offered for every new member in December. The membership is falling off. Here is the record: In force January 1, 1891, \$260,338,500, costing \$14.63 per \$1,000. Next year a falling off in membership; next year, more lapses; and next year still more, with increasing cost. January 1, 1894, there was \$232,769,500 in force, and the mortality cost was \$17.15 per \$1,000, an increase of 33 per cent. in four years.

Editorial Brieflets.

During the last two years there has been a considerable reduction in the prices of labor and building materials. If there is not a corresponding reduction in the insurances on buildings, carelessness and incendiarism will be invited, and fires will increase in number.

* *

The owners of buildings surely realize this depreciation. It has been common talk. When policies are renewed, or new policies are taken out, what form of vanity is it which persuades the property-owner that his house or store-building or barn is worth as much to-day as in '92, before the downward movement of prices?

This unbusinesslike faith or overconfidence is likely to receive a rude awakening on the adjustment of a total loss. The fire policy promises indemnity for loss, up to a stipulated amount. It does not promise the payment of a fancy figure representing the cost of the property years ago.

* * *

By over-insurance, says the Fresno Expositor, "the people are cheated out of thousands of dollars every year in premiums." Not so fast, sir! It may be that over-insurance increases the premium receipts, but if the insurance companies did not get the money in that way they would have to get it in the form of increased rates. Stupid and dishonest people pay more than they need, and we brighter and honest people pay less than we otherwise should. To which class does the Fresno editor belong?

* * *

The California supreme court held that a thresher was "in use" while at a machine shop awaiting repairs. The Minnesota supreme court held that a thresher was not in use standing near a farm-house preparatory to being used a few days later. In the former case the policy covered while "in use," in the latter while "not in use." You pay your money and have no choice.

* * *

On November 6th wheat sold in Colfax, Washington, at 26½ cents a bushel. This is the lowest price on record in that state. It is said to cost about 40 cents a bushel to raise wheat up there. The low price of wheat is partly responsible for the scarcity of money on the Pacific Coast, and for reduced fire premiums.

* * *

The new constitution of New York abolishes the limitation of \$5,000 for damages for injuries causing death. This limitation, of which the railroad companies are the chief beneficiaries, is the law in many states. It is an outrageous piece of special legislation. The financial value of a man's life should be determined by his earning powers. Under the limitation act it is often cheaper to kill a man than to maim him. The constitutional prohibition of such a law in New York will help the employers' liability business.

* * *

The San Jose News says "there are frequent instances in this state and county of the advantage taken by life insurance com-

panies of any technicality in a policy, or alleged misrepresentation in application." We suspect that this newsman is talking through his hat. We challenge him to produce a few of his "frequent instances." We know that there is scarcely one life insurance case a year before the supreme court of California. The average of litigated life claims throughout the United States is less than one-half of one per cent. of the total claims. The life insurance companies have an abundance of assets, and if a disputed claim has a "leg" to stand on any lawyer will push the case through to the court of last resort.

* * *

The wise men of the interior press are discussing insurance and clamoring for a valued policy law. The boodler legislator "sics" the country editor on.

* * *

The poor man will have a poor show in the next generation. Give your boys a chance, and to make sure of it, carry a good sized policy on your life.

Latest Life Insurance Fraud.

The Eastern papers have been full of the story of a successful effort to defraud a Philadelphia assessment association out of \$10,000.

A little over a year ago a stranger opened a "patent-agency" office in Philadelphia, near the morgue, and hung out a sign, "B. F. Perry, Patent Agent." The vicinity of the morgue is suggestive of the designs of the swindlers.

A few weeks later "Perry" was found dead in his office, with his face badly burned by a gasoline explosion. A Mrs. Pitezel of St. Louis saw this account in the newspapers, and wrote the insurance association that her husband was in business in Philadelphia under the name of "Perry." At the suggestion of the insurer she and T. H. Holmes of Chicago went to Philadelphia and identified the body as that of Pitezel. The identification was complete, and the insurance money was paid.

After a while the management became suspicious, and a more thorough investigation was made. It was found that the gasoline had not burned the throat or lungs, as would have been the case had the body been alive at the time of the explosion. Holmes, who had introduced Pitezel to the Chicago agency, and "identified" the corpse, was found in Boston and placed under arrest. He quickly weakened and confessed.

Holmes, who is only 34 years old, says he has beaten several insurance companies by sub-

stituting a body. He began twelve years ago, when a medical student. In the last case he procured a corpse resembling Pitezel ("Perry"), at a hospital, after some search.

If Holmes's confession is true he is a most extraordinary criminal. He has practiced the substitution dodge several times, he is a house-thief, a bigamist, a worthless note swindler, a protector of a murderess whose victim's body he sank in a lake, and a generous fellow who supports two dozen wives, mistresses, children and old people.

Fidelity Mutual Aid Association.

Widow Ford has sued this San Francisco assessment association for \$75, alleged to be due under a certificate of membership held by her husband. The manager refused to pay the little death claim, on the ground that "insured" died of "valvular disease of the heart," which the by-laws except.

This defense reminds us of that of the defunct Mutual Benefit Life Association of New York, which declined to pay a death claim because the cause of the death was an accident, and the mortality table was not based on accidental deaths.

Clipped from Fire Office Papers.

Our Milwaukee agents were hoaxed the other day by a telephone message asking if they would write a "target risk," and when they replied that they would inspect it and see, they were directed to go to a certain number on a certain street, where they found a shooting gallery.—Once-in-a-While.

A good story is told of a special agent of a well-known company, who visited Wetumpka, Ala., called on his agent, chatted awhile, and finally, spying his register, took it down and commenced looking over it. A frown appeared on his face, and finally, in a voice which plainly showed his vexation, he said: "Mr.—, you appear to be doing nothing for us, and at the same time canceling everything we have."

"Yes, sir," the agent replied, "your company withdrew from here three weeks ago and made us take up every policy."

Bang!—Oriental.

Fires Increase After Advance in Rates.

It would seem that printing works are determined to maintain the bad reputation they have recently acquired amongst fire insurance offices. The number of destructive fires in risks of this class, both in London and in the provinces, have multiplied since the offices de-

terminated to advance rates. Other trades have occasionally suffered from visitations of this kind, which generally run a more or less lengthened course before an improvement sets in. In some instances an explanation of the increased frequency of fires has been found in altered conditions affecting the trade; an attempt should be made to discover, and, if possible, remove the causes which have led to the recent epidemic of fires in printers' risks. Insurance Circular.

The Mutual Fire of New York.

The new president of this jumbo-risk mutual claims for the company \$1,167,975 assets, of which \$227,447 is net surplus. It is so near Jan. 1st that this statement may be accepted without question. These figures support the assertion of the October Coast Review, to-wit: "The steady decline in surplus is ominous. If the company makes a better showing now than on January 1st the managers would print a semi-annual statement."

Since January 1, the Mutual Fire has lost over \$300,000 or over 20 per cent. of its assets, and its net surplus has fallen from \$413,975 to \$227,447, a decline of nearly 50 per cent. Both assets and surplus are now lower than at any time since January 1, 1887.

As stated elsewhere, the president and secretary recently resigned; also the San Francisco agent, E. W. S. Van Slyke. The new officials, it is reported, are not experienced underwriters. "Something is in the wind." Perhaps it is from Denmark.

Valued Policy Law "Wanted."

According to a Fresno daily paper "there is a general demand throughout the state for legislation that will reform the insurance business by adopting what is known as the valued policy." This is news indeed. Will the Fresno paper oblige us with its authority?

The Fresno paper is candid enough to acknowledge that the moral hazard if its town is bad. It says: "The present method leads to over-insurance and over-insurance leads to fires just as certainly as that all men are not honest. This city has been the victim of it in the past, beyond question."

The proposed remedy is a valued policy law, which will make it an object for dishonest men to set fire to their property.

Insurance agents being first-class judges of values, and never yielding to the temptation to exaggerate values in order to increase their commissions, the smart Fresno editor would "require" them "to value the property

and then write not to exceed 75 per cent. of its value." The man who owns the property, according to the champions of valued policy laws, can not be trusted to fix a value on his property. He knows just what it costs and about what it is worth, but, according to the valued policy people, he will yield to the temptation to over-insure, and may then set fire to his property.

There are four classes of people who favor the valued policy law—aside from those who have never given the subject any thought, and therefore really have no opinion in the matter. These four are: the natural born fools, the anti-corporation cranks, the socialists who believe that all property-owners are dishonest, and the professional incendiaries who want to beat the insurance companies.

"Insurance" versus "Assurance."

W. B. Sprague of Edinburgh writes to the London Review as follows:

The question raised by the board of trade, in connection with the accident insurance companies, stirs the old controversy whether it is right to say, "life insurance" or "life assurance." You remark, in your article under the above heading, that the term "life assurance" is applied to contracts where the premiums are calculated on a certainty,—that is to say, "that the policyholders must die at some time or other." This is, I believe, the basis of the distinction which the wellknown mathematician, Babbage, drew between the words "insurance" and "assurance;" restricting the latter word to life business, and applying the former to all other kinds of insurance. This distinction does not, however, logically follow from the principle enunciated; for, according to this, we should speak of a life *assurance* policy, when the policy is for the whole of life; but of a life *insurance* policy, when it is for a term of years, or against another life.

Nor has the distinction advocated by Babbage been generally adopted. At the present time, I believe, it is the universal practice in America to speak of life insurance. In the year 1851, a leading actuary stated his opinion that the distinction was found by the insurance (or assurance) interests too difficult to carry out, so that they were obliged to use the words promiscuously. (J. I. A. II. 150) The late Dr. William Farr, whose writings are so universally known and highly valued by actuaries, always spoke of life insurance. In 1853, he remarked in a letter appended to the Registrar General's twelfth report, "insurance is the operation of engaging to pay—and of pay-

ing—for a premium a certain sum of money in the event of a loss. The word is universally written in this form as applied to fire and ship insurance; but for some years 'assurance' has been commonly used in cases where life is concerned, on the ground of the above distinction. But the operations in both cases are fundamentally the same; and, as 'assurance' has already a distinct and appropriate meaning, the phrase, life 'insurance' is in every respect preferable to life 'assurance.' In 1870, I read a paper before the Institute of Actuaries on Legislation as to Life Insurance and Life Insurance Companies, and explained as follows my reason for not accepting the restriction of the word "assurance" to life risks, and "insurance" to fire risks. I said, "The more correct distinction I believe, to be that a man *insures* the life of himself or of some other person, or his house, or his ships, or the fidelity of his servants; and that the office *assures* to him, in each of these cases, a sum of money payable in certain contingencies. Hence the office is called the insurer or insurers, and the man the assured; while we may speak either of the life assured or the life insured, also of the sum assured or the sum insured, according as we take the point of view of the office or of the individual. So, also, we may speak either of 'life insurance' or 'life assurance;' as, for instance, we may say that a man believes in the duty and advantage of life insurance, or that a certain company finds the business of life assurance very profitable." (J.I.A.XVI77)

If we turn to modern acts of parliament, we find that there is a diversity of practice. In the "policies of assurance act, 1867," and in the "life assurance companies' act, 1870," assurance is used. But in the "stamp act, 1891," insurance is used throughout. This act imposes certain stamp duties upon "policies of life insurance," upon "policies of insurance against accident," upon "policies of sea insurance;" and it enacts that in the interpretation of the act, "insurance includes assurance."

Selected for Our Foreign Readers.

Capt. Thomas Lauve, the genial and charming special, went into the wilds of Indian Territory last week (says the Insurance Herald) to settle a loss for the Fire Association. He passed through two train robberies, but owing to the fact that specials in the territory rely upon their local agents to supply them with sufficient funds to return to Texas without having to walk, he is congratulating himself upon settling a \$4,500 loss for

\$150. The circumstances were peculiar to Indian Territory. The loss occurred to a frame store and contents of general merchandise insured for \$10,000. A customer entered the place to replenish his stock of cartridges for his six-shooter. In order to be certain that the goods were fresh and ready for business when needed, the man loaded his gun and proceeded to unload it on the spot. Unfortunately, he fired into a twenty-five pound can of gunpowder and caused an explosion, which not only ended his career but wrecked the store. A fire ensued, which was soon extinguished. Mr. Lauve, in adjusting the loss, denied liability for the explosion, but agreed to pay damage caused by the ensuing fire. By great discrimination, he was able to show that his \$4,500 policy was worth \$150. In view of this character of the hazard in the territory, rates should come down.

The Oil Industry in Los Angeles.

From Manager DuVal, who has just returned from Los Angeles, and whom we have "interviewed," we learn that the new oil industry of that thriving south-land city is in a satisfactory condition from the underwriters' point of view. The oil wells are in the dwelling part of town, and the oil is so heavy that no inflammable vapors arise under a temperature of 200 deg.

At present there are some 300 oil wells in operation. The yield ranges from 25 to 100 barrels a day. These wells are on the plateau, in the residence portion of the city, eight or ten minutes' ride from the business section. The exposed dwellings are few in number. The danger is small, but the business should be conducted under restrictions, and the oil-grounds should be fenced in and patrolled.

The oil is pumped by engines supplied with oil fuel fed by gravity. There seems to be almost complete impunity in the use of the oil as fuel.

Among the establishments using the oil for fuel are the Cudahay Packing Co., the Capitol flour mills, and the new steel-works.

The present yield is from 1,000 to 1,500 barrels of oil daily, at a cost of about one dollar a barrel. The oil will be piped to Santa Monica.

Los Angeles and Vicinity.

Los Angeles, Pasadena, Riverside and San Bernardino, according to Mr. DuVal, are prosperous and have a thriving appearance. Early rains will give the whole southern half of the state a small "boom."

The Los Angeles board of underwriters is in fine shape, and has already made a favorable impression on the business men. All the local agents are members, excepting the New Zealand's man and one of Wm. J. Landers' agents.

The new rating, so hopefully demanded by the local agents themselves, is not wholly satisfactory, after all, because it has provoked "a whole lot of kicking." Many business men, whose rates were formerly too low or low enough, are dissatisfied with the new rating which equitably reduces their neighbors' rates and leaves their own rates as before or with a mere show of reduction.

For Life Insurance Managers.

The year 1894 is virtually over. A little more work and the books will be closed. The season of relaxation is at hand. The "pace that kills" can not go on forever.

It is the season for reflection. It is Janus time—the time to look back as well as forward.

We invite life insurance managers to look backward in this season of rest, and to thoughtfully review the year and ask themselves such questions as these:

What have I done, what has my company done, to diminish the evils of the business of life insurance?

Has any progress been made in 1894 in the direction of equitable dealing with old as well as with new policyholders?

Has not too much been paid for new business?

Does new business secured by high pressure methods "pay" in the long run?

Does a sufficient percentage of it "stick?"

Does not an abnormal increase of business create an abnormal increase of lapses?

Won't the increase of lapses inevitably continue long after the inevitable falling-off of new business?

What have I done during the year to curb injurious and illegitimate competition?

What have I done to check rebating?

What have I done to weed out and expose and denounce dishonest agents?

How many good resolutions have I kept?

The competition of the larger companies, which have big reserves, may be bearing hard on the smaller companies, which have small reserves. Is such competition wise? Is it just?

Is the "pace" set by the larger companies an honest one if it is maintained by trenching on the reserves?

The larger companies can go on depleting their reserves to pay for new business, long after the smaller companies, should they try to keep the "pace" set by the big fellows, would have to "fall out." What have I done to put a stop to this kind of competition? Have I sounded a note of warning or entered a protest?

Have I helped the solicitors and subordinate agents in their hard work, with serviceable and seasonable literature? Or have I been doling out to them the old chestnuts and Miss Nancy tracts of a generation past?

Have I not been fighting and misrepresenting, and spending thousands of dollars of policyholders' money for printers' ink to blacken, rival companies, members of my own life insurance family?

During the past year have I looked over the insurance journals thoughtfully, with a view to determining their services, not merely to my company, but to the cause of legitimate life insurance?

What have I done toward recognizing the services of the insurance press? Have I rewarded good loyal services, in the distribution of advertising patronage? Have I exercised any just discrimination in this respect, or have I lazily, and perhaps timidly, ordered a certain sum to be paid to every insurance paper, regardless of whether it is the champion of assessment fallacies or not, or whether it has ever rendered effective aid to solicitors in combating life insurance frauds?

* * *

The foregoing questions are suggested in the most friendly spirit. It is a good time for reflection, not merely because it is the close of the year, but because it is rest time, when "the verities" appeal to the understanding.

New Publications.

The Insurance Agent: his rights, duties and liabilities. By Jno. A. Finch, Indianapolis. Rough Notes Pub. Co.

Hand-Book of Adjustments. By J. Griswold. Revised edition. Bound in leather. Insurance Monitor, Publishers. This is a standard work.

Talks With Life Insurance Agents. By Henry Worthington Smith. Spectator Company, New York, publishers. A book of 154 pages, bound in flexible cover. Among the chapters are: tontine dividends, non-forfeitable plans, reserves, dividends and surplus. There is a good deal of helpful matter in this book.

General Agent Garniss Resigns.

James R. Garniss has resigned the management in this state of the Fidelity & Casualty Co. Mr. Garniss is a pioneer in the insurance business in this city, having been engaged in nearly every branch of the profession during the past thirty-five years. For the last ten or twelve years he has devoted most of his time to accident and fidelity business, although occasionally adjusting a fire loss, that at one time having been a specialty with him. Mr. Garniss was considered one of the best adjusters in this field, and more especially when the claimant was a "tough citizen." The reasons for his retirement as general agent and the appointment of his successor are fully set forth in the company's circular letter as follows:

To Our Patrons:

For many years Mr. James R. Garniss has very faithfully and most acceptably represented the Fidelity and Casualty Company of New York, as its general agent and attorney-in-fact, for the state of California. The mental and physical strain incident to the conduct of a large and rapidly increasing business is weighing heavily upon him, and he therefore asks to be relieved of the burden, in part at least. Arrangements have therefore been made, under which he will continue to act as the company's agent, in its fidelity or bond department alone, commencing with December 1, proximo. After said date Mr. S. C. Pardee will succeed Mr. Garniss as the company's resident manager of all its other departments of business. We therefore beg to solicit a continuance of your favored patronage to the company, and shall endeavor to merit the same by the prompt and just treatment which has ever characterized the company's dealings with its policyholders.

Very respectfully,

THE FIDELITY AND CASUALTY CO. OF N. Y.

Per ROBT. J. HILLAS, Secretary.

Local Resume.

January.—Varney W. Gaskell & Co. appointed Coast agents of the United States Fire. —San Francisco fire underwriters circulate a spirited protest against the merchants' boycott engineered by Buyer & Reich creditors. —Annual meeting of the Denver Association of Life Underwriters. —Maxwell & Berry dissolve, succeeded by J. D. Maxwell. —V. C. Driffield appointed manager of the Transatlantic Fire for the Coast.

February.—Farmers' Alliance and Industrial Union organized a fire insurance department. The question of its legality is still unsettled. —E. W. Carpenter resigned the general agency of the Royal and Norwich Union. Rolla V. Watt was appointed his successor. —Milwau-

kee Mechanics Ins. Co. opened an agency in San Francisco, with Warren & Lanktree as general agents. —The Fire Underwriters' Association of the Pacific held its annual meeting and elected Rolla V. Watt president. —The Preferred Accident Ins. Co. opened an office in San Francisco, with E. S. Fowler as manager.

March.—Thomas Bennet died of heart disease at the Midwinter Fair grounds. —Paul Nippert resigned the general agency of the Fire Association of Philadelphia, and was succeeded by John D. Bradford, who assumed the management on April 1.

April.—Chas. Christensen, secretary of the American Central, was appointed Coast manager of that company, the Delaware, Pacific and Lloyds Plate Glass, succeeding Rolla V. Watt. John R. Hillman was appointed associate manager. —F. H. Merzbach appointed assignee of the State Investment. —Oakland Home reinsured in the Fireman's Fund and retired from business.

May.—Geo. Marcus died. —The Magdeburg took over the business of the Hamburg-Magdeburg. —The Guardian retired.

June.—Great railroad "sympathetic" strike. No news. —Midwinter Fair came to an end in a burst of fog. —Incendiary fires in Ogden.

July.—Semi-annual statements appear on time, because good. —The Pacific Insurance Union adopted a new constitution.

August.—The office fixtures of the Home Benefit Life taken possession of by the sheriff. The wreck of the Home Benefit was "in tow" by the Mutual Benefit Life of New York, and both went down together. —H. M. Newhall & Co. appointed Coast agents of London Assurance's marine department. —The Idaho three-quarter-loss clause provokes the local press. —The Prussian National retired from Arizona, New Mexico and Wyoming. —A. K. P. Harmon, Jr., appointed district superintendent of the Connecticut Mutual Life.

September.—The Firemen's of Baltimore entered California and appointed Cesar Bertheau general agent.

October.—The big ocean log raft from Astoria abandoned at sea. —The Yangtze Marine agency transferred to Balfour, Guthrie & Co.

November.—Adjuster Swett died from the effect of an accidental gun-shot wound. —J. N. Reynolds resigned the general agency of the Westchester, and his successor, D. A. Spencer, appointed. —Geo. C. Pratt succeeded Allen & Pratt, general agents of the Provident Savings.

December.—General Agent A. E. Magill of the Home & Phoenix withdrew from the Pacific Insurance Union.

Sydney Critic.

Supt. Bear of the Sydney fire department recently visited San Francisco, it appears from the Australian prints. He "inspected" our fire department, and returning home indulged himself in some "severe" criticisms. San Francisco is declared to be a "jay" town with a "jay" fire department. Oh, Mr. Bear, how could you be so bearish, after the hospitable consideration which kept you out of "the tanks"?

Our Australian critic finds fault with our firemen because they wear oil-skins and rubber boots, and manifest a dudish desire to preserve the lustre of their laundried collars and the paper-twisted curl of their mustaches. But, worst of all, they ride to fires with a cigar or pipe in mouth. He does not think much of the water-tower or chemicals, and he sadly missed the familiar manual. Water, too, he finds, is wasted at our fires. The fire patrol appears to have escaped his notice. This is perhaps lucky, else he might have condemned it for the use of oil-skins and rubbers.

The real defects of our fire department—the "call" system, which takes extra-men from their daily vocations, and the influence of politics in the selection and continued employment of men—do not appear to have been discovered by this intrepid explorer from Sydney. He finds fault with trifles, grows indignant over the prudence which prompts extra-men to protect their clothing, condemns two modern and tested inventions, and leaves untouched several self-evident shortcomings.

Mr. Bear had a royal good time in San Francisco, where he set a pace, as we are told, that no member of the fire department, on or off duty, cared to keep up with. His "speed" seems to have affected his vision.

PACIFIC INSURANCE UNION TERRITORY.—The territory under the jurisdiction of the Pacific Insurance Union is immense. In area it is over 1,200 miles, air line, from north to south, with an average width, air line, of 900 miles. Its length is greater than the distance separating Ottawa, Canada, from Savannah, Ga. Its width is greater than the distance between St. Louis and New York or between the Mississippi and the Atlantic. In brief, the territory under the jurisdiction of the Pacific Insurance Union equals the area of all the United States east of the Mississippi river.

Merely One of Many.

A correspondent writes:

"A family of friends recently filed with the Home Benefit Life Association (before the failure) a claim for \$3,000, under a policy on the life of the father; but they have received no satisfaction.

"As this 'insurance' is the only legacy left the family, of course they are very anxious to have it collected. Any encouragement or aid you may be able to give will be a worthy charity to the family."

We print the foregoing because it is a fair sample of many like it, written by the beneficiaries of men "insured" in similar assessment schemes which defy the mortality rate and offer "insurance at half price." We trust the sad experience of this family may prove a warning to the men who may hear of it or who may read this account.

This instance should receive wider circulation than we are able to give it. Local agents and solicitors will use it to advantage; but they will get no assistance from the managers of the life insurance companies who have expended thousands of dollars for literature to defame rivals and not a cent for the education of the public or to aid their solicitors in fighting fraudulent insurance.

The Portland Elevator Adjustment.

STORY OF A BIG FIRE.

The report of the adjusters of this big loss, Messrs. Edwards and Wetzlar, is an interesting one. The cause of the fire, they say, will probably never be known. It may have been incendiary, or a locomotive spark, or the spontaneous combustion of oiled waste or coal in a bunker.

The fire started on the wharf a long distance from the elevator. It was 250 feet from the bunkers to the elevator, and thence to the wheat warehouse 1982 feet. There were no bulkheads whatsoever below the wharf, and therefore the flames, fanned by a strong north wind, spread swiftly beneath the wharf. The clustres of piles (nine to the clustre) supporting the elevator were soon "eaten" by the fire, and the elevator collapsed. The walls burst open and the wheat slid into the river. The elevator building was 313x70 feet and 134 feet high.

The flames had the "wings of the wind." Employes in the elevator had no warning of the flames which wrapped the piles beneath. Three men were buried in the ruins when the building collapsed, and perished.

Altogether, 3,680 feet of wharf, the elevator, a wheat warehouse, a number of coal bunkers, and sixty-nine cars and contents, were destroyed at this fire. Millions of gallons of water were pumped upon the ruins, with scarcely any effect until the fire had consumed everything combustible.

The entire elevator plant was first-class, but the recent financial depression had so depreciated values that there was a considerable over-insurance at the time of the fire.

The elevator was built in 1889. It was iron clad, with metal roof.

The best experts were obtained to estimate the cost of reconstructing the building, from specifications which the assured had finally furnished. A responsible bid, duly guaranteed, was received, to rebuild for \$125,210 structures (elevator and boiler-house) which were insured for \$152,500, and had originally cost more. The adjusters thereupon notified assured, in compliance with the Oregon valued policy law, of the intention of the insurers to replace the destroyed buildings. The assured agreed to accept the amount of the ascertained loss, and are complimented by the adjusters for the spirit of fairness they displayed throughout the adjustment.

The Month.

FIRE.—President Hatie of the Mutual Fire has resigned. He succeeded Armstrong, and seemingly kept the company "on its feet." The secretary has also resigned. It is hinted that the old "scrip dividend syndicate" in the directors are designing to cash their scrip, which they obtained at a nominal figure.

A sprinklered risk in Memphis burned, with heavy loss. Insured in American Lloyds and mutuals.

The Insurance Co. of North America and the Fire Association of Philadelphia will issue a joint policy in the Mississippi Valley states, from a new department with headquarters in Erie, Pa. The new combination will operate as the Pennsylvania Underwriters.

The Saginaw Valley Fire of Michigan has voted to increase its paid-up capital to \$200,000. Here is your change if you are looking for a new company to represent as general agent.

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LIFE.—The Massachusetts insurance department has refused admission to Armstrong's American Union.

The new receiver of the Commercial Alliance found so small an amount of assets that he resigned. A new receiver, who will be

content with smaller pickings, has been appointed. As this company issued term or natural premium policies, the policyholders have only small claims, which of course will never be paid. The unfortunate loss claimants will recover little or nothing. The failure is as complete as it is disgraceful. The assets (\$272,000) alleged to exist on July 1st seem to have almost entirely disappeared. It is reported that there is only \$10,000 "in sight." The Commercial Alliance was an alliance of several assessment companies, with one natural premium experiment.

A Portland, Me., man who was insured for \$100,000 was found dead. An examination of the stomach revealed the presence of enough prussic acid to kill. Two or three recent suicides have held "incontestable after to-day" policies.

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ACCIDENT.—The Provident Fund Society of New York has reinsured in the New England Mutual Accident. The Provident Fund was impaired.

A. G. Voight, formerly agent of the American Casualty, has secured judgment for \$7,000 alleged damages by a libelous article in the New York Evening Post. That's the kind of Post to run up against.

Complimentary to Col. Hawes.

A recent issue of the New York Sun refers to Col. Alex. G. Hawes, Coast manager of the New York Life Ins. Co., as "one of the most valorous of the surviving veterans of Fort Donelson and Shiloh." We quote further: "There are both sentiment and humor in the despatch which the colonel sent from San Francisco to his old comrades at the reunion of the survivors of the Army of the Tennessee at Council Bluffs—

'On behalf of California members we joyfully salute you and comrades assembled. We salute the absent and reverently salute the memory of the dead. May the Lord love us, and not call for us too soon!'

"Col. Hawes is a Vermonter by birth, a man of fortune by energy, a member of the Bohemian Club of San Francisco by choice, a patriotic hero by nature, and a good fellow by the quality of his spirit. His command during the war was that famous body of troops, the Ninth Illinois regiment, and he left the army with a record of which Saladin might be proud if he were alive. We salute the colonel. May he get over his rheumatism in the toes!"

Seventeen horses were burned at a Redwood City, Cal., fire.

Portland Local Agents' Union.

The local agents up at Portland have been stirred up by the increasing demoralization in their ranks, and have sensibly come together, reasoned, and organized as a protective union. They have adopted the constitution and by-laws of the Los Angeles local board. Manager Grant of the Northwest Fire and Marine has been elected temporary president. It is hoped that the new local board will be able to cure the more serious ills afflicting the Portland business. Recently there have been some 150 bogus agents—business men, book-keepers, etc.—eating up all the commissions, leaving the regular local agents very hungry.

United States Fire Losses.

| | 1894. | 1893. |
|--------------------------------|---------------|---------------|
| January | \$12,500,000 | \$18,400,000 |
| February | 11,000,000 | 11,500,000 |
| March | 11,100,000 | 17,400,000 |
| April | 12,600,000 | 14,200,000 |
| May | 12,000,000 | 10,900,000 |
| June | 10,200,000 | 13,600,000 |
| July | 15,000,000 | 14,600,000 |
| August | 14,000,000 | 14,700,000 |
| September | 13,800,000 | 12,700,000 |
| October | 10,100,000 | 13,000,000 |
| November | 12,000,000 | 12,100,000 |
| December (estimated) | 13,300,000 | 14,000,000 |
| Total | \$147,600,000 | \$167,600,000 |

The foregoing figures, which are only approximately correct at best, and must again be revised for 1894, indicate a decrease of about 12 per cent. in the fire waste. Whether the insurance losses will show a corresponding decrease remains to be seen. If the insurance losses preserve the same ratio, the total will be \$75,000,000. Assuming that the premium income will be the same as last year (heretofore there has been a gain) the average loss ratio for the United States will be from 57 to 60 per cent., thus leaving a margin of profit on the year's business.

THERE IS NO MAN in the community that can better judge of the standing of the examiner than the agent. He ought to be consulted by the company as to the selection of the medical examiner. The best doctor is poor enough for your business. Let me criticise some of your work, as a policyholder. There is nothing so offensive to me as to have an agent come into my office and talk about the "estimated" value of that policy in twenty years. I don't think you have any business to "estimate" what it will be. The chances are against you. It is a matter of business. A life insurance

man startled me by giving me some figures. He told me that 80 per cent. of those who were living at 45 years of age were prosperous and laying up money. One-half of all that number live to be 65, and at 65 only 3 per cent. of those men but what are dependent on their children or friends; 97 per cent. of the men at 65 are, to a certain extent, failures. If you would use such an argument as that it would make them see the propriety of taking life insurance.—Dr. Grinnell.

Mutual Reserve Fund and Mrs. Rose.

On investigating the \$10,000 claim against the Mutual Reserve Fund, on the life of the late J. A. Rose of Pleasanton, Cal., we learned from Mrs. Rose's attorney that the claim had been paid in full, though a long time intervened between death and payment. The Vigilant of New York was fortunate enough to obtain a letter from the widow, which it prints in "deadly parallel" column with the stereotyped letter of acknowledgment of payment. The widow had to sign the "stereotyped letter," we suppose, before collecting the amount due her. She says: "My husband died Jan. 28, 1894. We made proofs of death at once. Three months later came a proposition to compromise. Next came a refusal to pay at all. August 15th suit was begun. September 12th the association repented and paid, and the suit was dismissed." The moral is against the Mutual Reserve Fund.

Mutual Reserve Fund Sued.

Widow Palmer of Hot Springs, Ark., has sued this New York hat-passer for \$10,000, on a "policy" in the association. The defense is that when "insured" Palmer was not in good health. An extraordinary number of cases are now pending against the Mutual Reserve Fund.

SUGAR BEET factories do not "pay" now. Neither do life insurance "beat" factories. Some "plant" somewhere continues to turn out the "beats," however. Can not some plan be devised to "cook" them?

EX-VICE-PRESIDENT MORTON, who was last month elected governor of New York by 150,000 majority, is a director of the Washington Life Insurance Company of New York.

ELECTRIC HAZARD.—In over one hundred recent fires attributed to electricity the total losses, including one of \$20,000, were less than \$35,000.

November Fires.

OREGON.

| | |
|--|----------|
| 2. Pendleton, hhld furni and fr dwg: | |
| London Assurance | \$ 500 |
| Fire Association | 983 |
| Imperial | 1,000 |
| 17. Kinzel Park, fr dwg: | |
| London Assurance | \$263 |
| 27. (Sept.) Alba, mdse: | |
| United States | \$500 |
| 5. La Grande, laundry: | |
| National, Hartford | \$1,000 |
| Phoenix, London | 605 |
| Fire Association | 315 |
| Western Assurance | 500 |
| 15. La Grande, dwg: | |
| Fireman's Fund | \$500 |
| 11. Portland, mdse: | |
| Fireman's Fund | \$375 |
| 17. Portland, hhld furni: | |
| Springfield | \$228 |
| 29. (Oct.) Portland, br wareh'se and crockery: | |
| Scottish Union | \$5,976 |
| Atlas | 1,608 |
| Orient | 3,216 |
| 6. Portland, mdse in fr store: | |
| Home, N. Y. | \$127 |
| 9. Portland, mdse in fr store: | |
| Phoenix, Hartford | \$210 |
| 9. Portland, building: | |
| Home Mutual | \$306 |
| Niagara | 306 |
| Hamburg-Bremen | 306 |
| 9. Portland, wall paper, etc.: | |
| American, Pa. | \$981 |
| Pennsylvania | 375 |
| 9. Portland, lumber: | |
| National, Hartford | \$325 |
| 5. Portland, fr saw mill: | |
| Norwich Union | \$2,500 |
| Transatlantic | 1,500 |
| North British | 1,000 |
| Orient | 250 |
| 8. Portland, blg and machin'ry: | |
| Scottish Union | \$100 |
| 6. Klamath Falls, brewery: | |
| Hamburg-Bremen | \$1,050 |
| Niagara | 1,050 |
| 10. Enterprise, fr dwg & conts: | |
| Phoenix, Hartford | \$1,100 |
| 9. Medical Lake, dwg & conts: | |
| Fireman's Fund | \$170 |
| Small losses | \$ 2,337 |
| Total Oregon | \$31,563 |

WASHINGTON.

| | |
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| 24. Aberdeen, fr dwg & conts: | |
| Royal | \$500 |

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| 18. Chehalis, br store and gen'l mdse: | |
| Lancashire | \$248 |
| Northwestern National | 275 |
| Home, N. Y. | 275 |
| Phoenix, Hartford | 275 |
| London & Lancashire | 274 |
| 6. Davenport, fr store and mdse: | |
| Phoenix, Hartford | \$900 |
| 29. Kittitas co., dairy house and contents: | |
| Ins. Co. North America | \$400 |
| American, Newark | 750 |
| Manchester | 750 |
| 30. (Oct.) Kirkland, dwg and hhld furni: | |
| National, Hartford | \$ 200 |
| Transatlantic | 1,000 |
| 24. McMillen, saw mill: | |
| Royal | \$2,470 |
| 29. Seattle, fr dwg: | |
| N. British & Mercantile | \$450 |
| 16. Seattle, hhld furni, etc.: | |
| Norwich Union | \$500 |
| 27. (Oct.) Seattle, fr store blg and mdse: | |
| Norwich Union | \$300 |
| Northern Assurance | 457 |
| American Central | 841 |
| Delaware | 915 |
| Prussian National | 457 |
| 3. Seattle, dwg and conts: | |
| Home Mutual | \$516 |
| 28. Seattle, millinery store: | |
| Phoenix, Br. | \$300 |
| 27. Seattle, fr dwg: | |
| German-American | \$800 |
| 7. Stevens co., steamer: | |
| Palatine | \$500 |
| 20. Spokane, dwg and conts: | |
| National, Ireland | \$273 |
| — Spokane, hhld furniture: | |
| Home, N. Y. | \$700 |
| 11. Spokane, br bldg and furni stock: | |
| Commercial Union | \$900 |
| Scottish Union | 248 |
| North British and M. | 108 |
| National Hartford | 248 |
| Norwich Union | 869 |
| Caledonian | 110 |
| Springfield | 248 |
| Atlas | 620 |
| Fireman's Fund | 160 |
| London Assurance | 338 |
| Sun, S. F. | 250 |
| Continental | 600 |
| Lancashire | 248 |
| Liver'l & London & Globe | 805 |
| Ætna | 534 |
| Total | \$6,486 |

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| 5. Spokane co., fr dwg and hhld furniture: | |
| Phenix, Br. | \$416 |
| 5. Spokane, br building and furniture stock: | |
| Commercial Union | \$600 |
| Providence-Washington | 393 |
| United Fireman's | 786 |
| 19. Spokane, fr barn and conts: | |
| American, Pa. | \$300 |
| 15. Whitman co., farm property: | |
| Continental | \$2,000 |
| 14. Walla Walla, hop kiln, barn etc: | |
| Caledonian | \$850 |
| Phenix, Hartford | \$341 |
| Small losses | \$2,199 |
| Total Washington | \$29,697 |

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IDAHO.

| | |
|-------------------------------------|---------|
| 22. Moscow, fr bldg and hhld furni: | |
| Phenix, Br. | \$700 |
| 7. Moscow, fr dwg and barn: | |
| Hartford | \$400 |
| Fire Association | 638 |
| 2. Lewiston, dwg: | |
| Hartford | \$205 |
| Total Idaho | \$1,943 |

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MONTANA.

| | |
|---|----------|
| 25. Butte city, br dwg and hhld furni: | |
| Caledonian | \$137 |
| Manchester | 835 |
| American, N. J. | 685 |
| 4. Butte city, dwg and conts: | |
| Hartford | \$145 |
| 26. Great Falls, br bldg and gen mdse: | |
| Franklin | \$ 750 |
| Phenix, Br. | 500 |
| Pennsylvania | 650 |
| Home, N. Y. | 1,000 |
| National, Hartford | 1,000 |
| Ætna | 1,500 |
| Fire Association | 500 |
| Hartford | 1,000 |
| London and Lancashire | 1,000 |
| Fireman's Fund | 800 |
| Total | \$8,700 |
| 27. Lewis and Clark co., farm property: | |
| Continental | \$ 1,000 |
| Small losses | \$860 |
| Total Montana | \$12,362 |

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COLORADO.

| | |
|------------------------------|-------|
| 14. Arkon, lumber shed, etc: | |
| Alliance | \$600 |

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|--|----------|
| 7. Bessemer, dwg: | |
| National, Ireland | \$488 |
| 1. (Oct.) Crested Butte, hhdld furni and millinery goods: | |
| Atlas | \$448 |
| 20. Denver, hhdld furni, etc: | |
| Svea | \$1,000 |
| 20. Denver, grocery store: | |
| Svea | \$500 |
| 15. Denver, bldg: | |
| Imperial | \$250 |
| 30. Denver, cement works: | |
| Royal exchange | \$2,500 |
| 21. Denver, br dwg: | |
| Manchester | \$1,000 |
| 24. La Plata co, fr dwg, barn, etc: | |
| Svea | \$500 |
| 20. Leadville, fr bldg: | |
| N. British and Mercantile | \$250 |
| 19. Greeley, fr dwg: | |
| Imperial | \$400 |
| 27. Leadville, female boarding house: | |
| Alliance | \$400 |
| 14. Jefferson co., dwg: | |
| Alliance | \$3,000 |
| 7. (Aug.) Pueblo, groceries: | |
| New Zealand | \$2,000 |
| 28. (Sept.) La Veta, dwgs: | |
| New Zealand | \$829 |
| 24. (Sept.) Pueblo, furni stock: | |
| New Zealand | \$225 |
| Small losses | \$911 |
| Total Colorado | \$15,301 |

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WYOMING.

| | |
|---------------------------|-------|
| 6. Cheyenne, br dwg: | |
| Imperial | \$234 |
| 12. Cheyenne, fr dwg: | |
| N. British and Mercantile | \$475 |
| 29. Cheyenne, dwg: | |
| Transatlantic | \$390 |

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NEVADA.

| | |
|------------------------------|---------|
| 5. Elko, fr hotel and conts: | |
| Royal | \$2,700 |
| Palatine | 1,350 |

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BRITISH COLUMBIA.

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|------------------------|---------|
| 13. Lumby hotel: | |
| Ins. Co. North America | \$3,000 |

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NEW MEXICO.

| | |
|-------------------------------|-------|
| 17. Eddy, dwg and furni: | |
| Fireman's Fund | \$800 |
| National, Hartford | 500 |
| 4. Eddy, dwg and hhdld furni: | |
| Palatine | \$700 |

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| 27. (Oct.) Silver city, furni: | |
| N. British and Mercantile | \$232 |

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ARIZONA.

| | |
|--------------------------|-------|
| 20. Tucson, dwg: | |
| Fireman's Fund | \$600 |

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UTAH.

| | |
|---------------------------------------|-----------|
| —. Utah county, farm property: | |
| Continental | \$100 |
| 28. Weber co., farm property: | |
| Continental | \$1,175 |
| 2. Davis co., farm property: | |
| Continental | \$800 |
| 4. (Oct.) Oasis, bldg: | |
| New Zealand | \$1,500 |
| 26. Salt Lake city, bldg and mdse: | |
| National, Hartford | \$1,463 |
| 20. Salt Lake city, dwg: | |
| Hartford | \$100 |
| 5. Stockton, adobe bldg and furni: | |
| National, Hartford | \$1,003 |
| 24. Ogden, fr dwg: | |
| Commercial Union | \$1,000 |
| 26. Ogden, fr dwg and barn: | |
| Sun, London | \$450 |
| Small losses | \$607 |
| Total Utah | \$8,198 |
| Total outside territory | \$109,955 |

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CALIFORNIA.

| | |
|--|---------|
| 25. Alameda, fr dwg: | |
| Imperial | \$325 |
| 25. Alameda, fr dwg and conts: | |
| Westchester | \$400 |
| 30. (Oct.) Alameda co, dwg: | |
| New Zealand | \$1,386 |
| 11. Alameda co., dwg and furni: | |
| Alliance | \$2,000 |
| Fireman's Fund | 1,000 |
| 6. Amador co., fr dwg: | |
| Liver'l & London & Globe | \$431 |
| 19. Butte co., dwg, barns: | |
| Northern Assurance | \$900 |
| 15. Blue Lakes, fr' boarding house and conts: | |
| Norwich Union | \$ 789 |
| Prussian National | 1,775 |
| Northern Assurance | 1,200 |
| 1. Colton, br bldgs: | |
| Liver'l & London & Globe | \$539 |
| Fireman's Fund | 500 |
| 18. Caspar, fr hotel: | |
| Liver'l & Lon. & Globe | \$100 |
| 16. Chico, fr dwg: | |
| Home Mutual | \$400 |

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| 16. Chico, hhdld furni: | |
| Prussian National | \$375 |
| 2. Calaveras co., hay: | |
| New Zealand | \$270. |
| 9. Eureka, dwg and conts: | |
| Hartford | \$267 |
| 19. (Oct.) Eureka, dwg and barn: | |
| Atlas | \$464 |
| 17. Eureka, hhdld furni: | |
| United States | \$100 |
| 13. Port Bragg, dwg: | |
| Alliance | \$600 |
| 12. Fresno co., harvester, dwg and barn: | |
| Phenix, Br. | \$1,841 |
| 1. Fresno, fr dwg: | |
| Connecticut | \$482 |
| 17. Fresno, dwgs: | |
| Scottish Union | \$192 |
| 22. (Oct.) Fresno co., hhdld furni: | |
| Palatine | \$540 |
| 2. Fresno, millinery goods: | |
| Fire Association | \$127 |
| 15. Grass Valley, dwg, barn and conts: | |
| Fire Association | \$100 |
| Prussian National | 285 |
| Norwich Union | 600 |
| 19. Kirkwood, hhdld furni: | |
| Phenix, Hartford | \$800 |
| 18. Kern co., hay in dwg: | |
| Caledonian | \$125 |
| 1. Kern co., harvester, dwg and barn: | |
| Phenix, Br | \$1,000 |
| 18. (Oct.) Long Beach, dwg: | |
| New Zealand | \$400 |
| 26. Lassen co., dwg and barn: | |
| Phenix, Br. | \$125 |
| 1. Livermore, flour mill and conts: | |
| German-American | \$1,591 |
| Home, N. Y. | 600 |
| Caledonian | 800 |
| Home Mutual | 1,591 |
| 1. Livermore, fr barn: | |
| Westchester | \$130 |
| 3. Los Angeles, fr dwg: | |
| London and Lancashire | \$1,100 |
| 9. Los Angeles, fr dwg: | |
| Commercial Union | \$100 |
| Sun, London | 360 |
| 6. Los Angeles, dwg: | |
| American, N. Y. | \$2,500 |
| Phenix, London | 2,500 |
| 14. Los Angeles, hhdld furni: | |
| Northern Assurance | \$412 |
| 18. Los Angeles, lodging house: | |
| Atlas | \$521 |

21. Los Angeles, hhld furni:
Connecticut \$1,000
28. Los Angeles, saloon:
Helvetia \$600
23. Los Angeles, dwg:
Sun, S. F. \$600
28. Los Angeles, fr bldg:
Northwestern National . . \$600
20. Los Angeles, fr dwg and
conts:
Westchester \$2,000
12. Marysville, fr dwg and
conts:
Westchester \$450
30. Mendocino co., fr dwg:
Ætna \$500
15. Monterey co., fr barn:
Ætna \$500
15. Mountain View, fr bldg:
German-American \$185
- Marin co., fr church:
London and Lancashire . \$500
2. Nevada city, building and
machinery:
Palatine \$ 990
Prussian National 1,000
18. Nevada city, dwg:
Ins. Co. North America . \$148
1. Oakland, iron works:
Union, London \$2,200
Sun, London 2,280
Delaware 3,500
Fireman's Fund 1,000
National, Ireland 774
21. Point Arena, photo. gallery:
Connecticut \$410
6. Pomona, hhld furni:
Western \$225
9. Pomona, fr hotel:
Caledonian \$530
American, N. J. 530
16. Pasadena, hhld furni:
Continental \$100
6. Rialto, fr dwg:
Liver'l & Lon. & Globe . \$495
15. Redlands, hives, bees, tanks:
Phoenix, Br. \$484
26. Redlands, fr dwg:
Liver'l & Lon. & Globe . \$2,500
28. Redwood city, fr livery
stable:
German-American \$2,000
27. Redwood city, dwg, conts:
Liver'l & Lon. & Globe . \$400
1. Redwood city, dwg:
National, Hartford . . . \$750
15. (Sept.) Red Bluff, fr dwg
and barn:
Phoenix, Br. \$125
15. Red Bluff, dwgs and barns:
Fireman's Fund \$920
Liver'l & Lon. & Globe . . 208
Prussian National 280
Palatine 785
12. Red Bluff, dwg:
National, Hartford . . . \$693
28. San Diego, dwg:
Helvetia \$700
28. Santa Paula, hhld furni and
dwg:
Northwestern National . \$250
Ins. Co. North America . . 400
24. St. Helena, dwg and conts:
Northwestern National . \$110
Continental 300
Lion 350
26. San Jacinto, dwg and furni:
Palatine \$1,400
- Sonoma co., farm property:
Continental \$1,700
- San Benito, farm property:
Continental \$275
14. Sanger, fr bldg and furni:
Caledonian \$420
London Assurance 138
15. San Bernardino, furni:
Ins. Co. North America . \$175
18. San Bernardino, fr dwg and
conts:
Westchester \$1,700
16. Sacramento, fr barn:
London and Lancashire . \$1,000
8. Sacramento, hay and barn:
Fireman's Fund \$1,780
- (Oct.) Sacramento, hay in
barn:
Fireman's Fund \$280
10. Sacramento co., fr bldg and
farm tools:
Caledonian \$680
Manchester 225
7. Sacramento co., farm prop-
erty:
Continental \$1,000
8. Sacramento, fr dwg:
Queen \$500
9. Sacramento co., farm prop-
erty:
Continental \$550
13. Sacramento, fr dwg:
Liver'l & Lon. & Globe . \$300
15. Sacramento, fr church:
Liver'l & Lon. & Globe . \$183
- Sacramento, fr dwg:
Commercial Union . . . \$250
- Sacramento co., farm prop-
erty:
Continental \$250
30. San Luis Obispo, fr dwg:
and dry goods:
Liver'l & Lon. & Globe . \$400
Northwestern National . . 200
Milwaukee Mechanics . . 350
Home Mutual 500
26. San Luis Obispo, dwg:
Fireman's Fund \$750
14. Selma, dwg:
Fireman's Fund \$300
13. Solano co., barn and hay:
Fireman's Fund \$1,500
27. Sausalito, fr dwg:
Imperial \$800
16. Shasta co., dwg and barn:
Alliance \$500
- Saticoy, fr dwg:
Phoenix, Hartford . . . \$300
18. (Oct.) Stockton, hay:
Germania \$288
27. San Bernardino, fr dwg:
Commercial Union . . . \$650
25. (Oct.) Santa Cruz, private
barn:
Germania \$260
26. Santa Cruz co., fr dwg and
barn:
Phoenix, Br. \$200
12. San Joaquin co., barn and
hay:
Fireman's Fund \$809
16. Siskiyou co., dwg and conts:
Fireman's Fund \$1,500
21. San Jose, fruit cannery:
Phoenix, Br. \$ 2,000
Svea 2,000
Phoenix, Hartford . . . 3,000
N. British & Mercantile . 2,000
Transatlantic 1,500
Springfield 1,362
Franklin 1,500
Williamsburg City . . . 1,750
Norwich Union 4,000
Palatine 3 000
Liver'l & Lon. & Globe . 2,000
Fireman's Fund 1,200
Rhode Island 400
State of Pennsylvania . . 800
German-American 4,000
Ætna 1,500
Northern Assurance . . . 10,800
Ins. Co. North America . 2,000
- Total \$45,012
12. San Jose, stock farm, br
store bldg:
National, Hartford . . . \$112
London and Lancashire . . 148
Phoenix, Hartford 126
Commercial Union 110
10. San Jose, mdse:
Fireman's Fund \$223

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|--|---|---|
| 15. San Jose, fr packing house and dried fruit: | 8. Dwg and conts: | 6. Hhld furni: |
| Norwich Union . . . \$7,793 | Hartford . . . \$100 | Westchester . . . \$210 |
| Fireman's Fund . . . 2,700 | 26. Picture frames, furni, etc.: | 13. Hhld furni: |
| National, Hartford . . . 1,803 | Phenix . . . \$1,500 | Milwaukee Mechanics . . \$475 |
| Rhode Island . . . 900 | 6. Fr bldgs: | 25. Fr dwelling: |
| State of Pennsylvania . . . 900 | Commercial Union . . . \$ 600 | Hanover . . . \$105 |
| Total . . . \$14,096 | Home Mutual . . . 725 | 4. Br bldg, groceries, cigars, club furni, etc. Adjustment not completed. Companies "starred" are insurance figures from Coast Review extra: |
| 27. San Jose, fr dwg and barn: | North German . . . 6,000 | Norwich Union . . . \$ 1,250 |
| Pennsylvania . . . \$800 | 25. (Oct.) Furniture: | London Assurance . . . 2,000 |
| 26. San Jose, fr stable and horses: | New Zealand . . . \$129 | Northern Assurance . . . 2,000 |
| Norwich Union . . . \$500 | 1. Hhld furni: | Phenix, Brooklyn . . . 5,500 |
| 10. San Jose, fr barn: | North German . . . \$119 | Pennsylvania . . . 8,000 |
| Springfield . . . \$463 | 10. Bldg and conts: | American, Pa. . . . 5,500 |
| 30. Santa Clara co., dwg, conts: | North German . . . \$103 | Greenwich . . . 2,500 |
| Liver'l & Lon. & Globe . . \$900 | 13. Saloon stock and fixtures: | Svea . . . 4,000 |
| 25. Tehama co., fr dwg and conts: | North German . . . \$312 | Franklin . . . 2,200 |
| Liver'l & Lon. & Globe . . \$378 | 6. Carpenter shop: | Williamsburg City . . . 1,300 |
| 17. Tulare city, fr wareh'se and agricultural implements: | Patriotic . . . \$250 | London & Lancashire . . 4,800 |
| Caledonian . . . \$1,500 | 21. Clothing: | Transatlantic . . . 7,500 |
| American, N. Y. . . . 1,000 | Patriotic . . . \$200 | Union, London . . . 4,000 |
| 18. Tulare co., fr dwg and wear- ing apparel: | 13. Second hand clothing: | Northwestern National* . 2,500 |
| Norwich Union . . . \$650 | Springfield . . . 133 | Milwaukee Mechanics . . 2,750 |
| 26. Tulare co., farm property: | 2. Furni factory, planing mill, etc: | Palatine . . . 13,250 |
| Continental . . . \$500 | Transatlantic . . . \$2,903 | German-American . . . 3,150 |
| 23. Tulare, dwg and barn: | Palatine . . . 4,000 | British America . . . 6,000 |
| Scottish Union . . . \$125 | Imperial . . . 1,682 | Western . . . 11,000 |
| 10. Ukiah, fr dwg: | Union Assurance . . . 500 | Hamburg-Bremen* . . . 5,000 |
| Etna . . . \$200 | Prussian National . . . 120 | Niagara* . . . 2,500 |
| 5. Yolo co., hay in stack: | 2. General fire: | Phenix, London* . . . 10,000 |
| Hartford . . . \$115 | London and Lancashire . \$1,640 | Providence-Washington* . 5,000 |
| Fireman's Fund . . . 115 | Northern Assurance . . . 130 | Patriotic* . . . 2,500 |
| 5. Yolo co., grain in field: | Liver'l & Lon. & Globe . . 600 | National, Hartford . . . 3,750 |
| Etna . . . \$114 | 1. Orphan Asylum bldg: | Westchester . . . 1,000 |
| 3. Yolo co., farm barn: | London & Lancashire . . \$500 | Springfield . . . 2,250 |
| Springfield . . . \$1,350 | 16. Fr dwg: | Imperial . . . 2,625 |
| 20. Yolo co., wharf: | London and Lancashire . . \$400 | Sun Fire Office . . . 2,000 |
| Home Mutual . . . \$750 | 15. Church: | Fire Association . . . 4,250 |
| Small losses . . . \$12,000 | London and Lancashire . \$600 | Traders . . . 2,500 |
| Total California, S. F. excepted . \$168,315 | Fireman's Fund . . . 600 | Merchants . . . 2,500 |
| SAN FRANCISCO. | — Br bldg: | Aachen & Munich . . . 1,250 |
| 12. Chinese mdse: | Continental . . . \$120 | Prussian National* . . . 5,000 |
| St. Paul . . . \$366 | 7. Hhld furni: | Manchester . . . 3,750 |
| Transatlantic . . . 367 | Sun, S. F. . . . \$150 | Caledonian . . . 5,625 |
| 28. Macaroni factory: | 8. Hhld furni: | American, N. J. . . . 1,875 |
| Hamburg-Magdeburg . . . \$278 | Sun, S. F. . . . \$280 | Home, N. Y. . . . 4,800 |
| Etna . . . 460 | 28. Br bldg: | Phoenix, Hartford . . . 3,200 |
| 1. Conts of dwg: | Sun, S. F. . . . \$130 | American Central . . . 4,000 |
| Hartford . . . \$400 | 6. Lumber: | Delaware . . . 4,000 |
| 21. Stock cigars: | American Central . . . \$150 | Hartford* . . . 3,500 |
| Springfield . . . \$ 500 | 10. Fr building: | Commercial Union* . . . 5,000 |
| Transatlantic . . . 1,200 | American Central . . . \$756 | New Zealand* . . . 5,000 |
| | 17. Hhld furni: | Lancashire* . . . 7,500 |
| | Royal Exchange . . . \$521 | St. Paul* . . . 2,500 |
| | 6. Merchandise: | Helvetia . . . 4,000 |
| | Prussian National . . . \$204 | Scot. Union & National . . 5,820 |
| | 16. Fr dwelling: | Orient . . . 1,875 |
| | Aachen & Munich . . . \$400 | Liver'l & Lon. & Globe . . 4,000 |
| | Glenns Falls . . . 245 | Fireman's Fund . . . 5,000 |
| | | Total . . . \$212,770 |

| | | |
|---------------------------------|--------------------------------|----------------------------------|
| 1. Machinery and feathers: | 6. Hhld furni, etc.: | 21. Buildings: |
| Pennsylvania \$500 | North British \$500 | Prussian National \$100 |
| 1. Fr barn and horses: | 21. Fr barn: | 21. Fr stable: |
| North British \$500 | Imperial \$130 | Merchants \$375 |
| 4. Piano: | 21. Fr cigar box factory: | Small losses \$ 10,000 |
| North British \$400 | Hanover \$600 | Total S. F. \$262,161 |
| 12. Stock of drugs: | American, N. Y. 375 | Total California . . \$420,476 |
| Manchester \$565 | 21. Fr bldg and furni factory: | Total Pacific Coast. \$530,431 |
| 24. Fr store bldg: | Helvetia \$500 | Total to date 1894 . \$5,001,352 |
| Phoenix, Hartford \$590 | Northwestern National . . 188 | Total to date 1893 . \$5,238,679 |
| 16. Fr dwelling: | American, Pa. 175 | |
| Imperial \$350 | Aachen & Munich 280 | |

Average Coast Loss Ratio in 1894.

Much depends on December losses. If they should prove to be not in excess of the December average the Coast fire insurance losses for 1894 will be about \$5,400,000, or about a quarter million less than in 1893. Estimating the premium income at a million less than for last year, the average Coast loss ratio will be about 52 per cent.

Farmers Alliance in California.

We invite the attention of the Alliance folk to an article on the kind of insurance their fellows are furnishing in Kansas. Can the California ranchers reasonably hope to furnish any better indemnity?

As the law stands the Farmers Alliance can not lawfully issue policies in California, and no loss claimant can recover a dollar from the Alliance by legal process.

The Alliance purposes writing farm risks only. Are the managers aware that the average insurance loss ratio on farm risks in California is 60 per cent. of the premium? Perhaps the managers know this, but do not care, so long as they receive salaries.

We warn the farmers and ranchers of California and the Coast that they are throwing their money away when they pay it to the Farmers Alliance for so-called insurance.

Down at Santa Barbara there is an ephemeral personal sheet yclept the *Missive*, which misses no chance to villify the insurance companies. The editor is barking up the wrong tree if he is after "hush money." With wearisome reiteration he dwells on the notorious Alamo incendiary fire loss, which he professes to believe the companies should pay because an ignorant or sympathetic jury failed to convict. The *animus* of this editorial blackguard is plain enough, but it will not profit him a cent. "The rich rascals" will not "come down."

The "Seven States" Examination of the New York Life.

The insurance superintendents of Massachusetts, Illinois, Kansas, Kentucky, Missouri, Ohio and Texas have completed their examination of the New York Life Insurance Company. They report that, "on the most conservative basis of valuation," on June 30th the company had \$155,453,428.73 assets, a gain of seven millions in six months. The seven-states-men further "certify that, by the severest test, the net surplus to policyholders was on June 30th \$17,329,064.92," which is a gain of several hundred thousand dollars since January 1.

* * *

The third vice-president testified that the "cost of each thousand of business" placed on the books of the company from '82 to '92 ranged from \$35.55 to \$45.74—average \$41.07. The paid-for business in 1893, under the new system of branch offices, cost the company \$32.20 per thousand.

* * *

President M. Call, in the course of the committee's inquiries, said:

"Rebate is not caused by high commissions, but high commissions are caused by rebate."

* * *

Since June 30, 1891, the New York Life has made the following gains:

| | |
|--------------------------------------|---------------|
| Gain in assets | \$ 34,742,738 |
| Gain in reserve | 34,450,187 |
| Gain in surplus | 2,620,389 |
| Gain in annual income | 7,000,000 |
| Gain in insurance in force | 177,703,302 |
| Gain in membership | 92,425 |

In underwriting circles "the West" is a term which does not include the Rocky Mountain and Pacific Coast sections. The new "Philadelphia Underwriters" combination agrees with the Coast Review in accepting the west Pennsylvania line as separating the

East from the West. What does the Weekly Underwriter now think of it? In that journal's present geography are Indiana and Illinois still in "the East"?

The Pacific Insurance Union.

WITHDRAWAL OF THE HOME AND PHOENIX—NO RATE-CUTTING FOLLOWS—THE UNION STANDS PAT.

General Agent A. E. Magill withdrew from the Pacific Insurance Union on the 3d inst., on the ground, as we understand, that the union was not enforcing some of its most important regulations.

Mr. Magill has issued a circular to the agents of the Home & Phoenix, in which he says:

"To prevent misconception we wish it to be understood that as the chief object of the union is the promotion of insurance business by a sound and equitable administration, without any attempt at monopoly or the extortion of unfair rates, it has our unqualified approval, and will continue to have our co-operation. . .

"We shall continue our adherence to its rates and regulations so far as they may be known to us, and so long as there may be no proper interference with our interests. We shall deviate only when it may appear really necessary to preserve our business."

From the general tenor of this circular we are of opinion that there is no ground for serious uneasiness. At most, Mr. Magill and his companies out of the union will do only what they claim and what is admitted by many members is being done by companies in the union. We assume, of course, that no indiscretion on either side will precipitate a war of rates.

We are not in a position to know whether the retirement of these companies is fully justified, either by the violations of union regulations or by the influence of so important an act on the union itself or on Coast fire underwriting. But the withdrawal of such conservative and strong companies as the Home and Phoenix, under any circumstances, must be deplored as an event which inevitably tends toward dissolution and a suspension of rates. The best friend of the union outside its ranks is unavoidably in a hostile attitude.

The Coast Review is inclined to take a hopeful view of the matter. Mr. Magill's action may result in good. The Pacific Insurance Union has received "a shock" which may have a tonic effect. Too much is at stake for bad counsel to prevail. It is not to be doubted,

however, that real reforms must be accomplished before the original integrity of the union can be restored. There must be real and not merely professed "alignment."

A committee has been conferring with Mr. Magill. What he asks, or whether he asks anything, of the union, we do not know. In view of its failure to collect fines the union does not seem to be in a position to make an acceptable offer until it gives more satisfactory evidence of its ability to enforce its authority.

Many members of the union complain that Mr. Magill did not give the required 30 days' notice before putting his resignation into effect. It is claimed, on the other hand, that inasmuch as he sent his resignation to the union about two years ago it was not necessary to give the 30 days' notice. In any event, the union accepted the resignation.

The fundamental weakness of the Pacific Insurance Union is in compensation to agents. Out of this grows rebating, which is rate-cutting in disguise. Until commissions are uniformly 15 per cent., and rates are revised by sections so that a larger commission can not safely be paid, the union cannot hope to be free from the serious difficulties which keep it on "the ragged edge."

* * *

Since writing the above, General Agent Magill has issued a second circular, applying to San Francisco business. It is dated December 6, and in it he states in substance that he will meet competition with all companies as to rebates and brokerages.

Geo. L. Brander Indicted by the Grand Jury.

Ex-President Brander of the State Investment and Insurance Company of San Francisco was on December 8th indicted by the San Francisco grand jury, for perjury, he having sworn falsely to a statement of the company's condition, January 28, 1893. The court fixed the bond at \$50,000. Brander, it is reported, is now in Glasgow, as the agent of John Mackey, trying to float some financial scheme. As perjury is an "extraditable" offense it may be that some of Brander's victims may have him brought back to San Francisco for trial. The failure of the State Investment was perhaps unavoidable, but for the dishonesty, the perjuries, the deliberate and deep-laid deviltries of that failure, Brander was principally responsible. Instead of being the tool of the directors of the company, he was the principal and they were dummies of his own selection.

The failure has the appearance of a conspiracy to protect financially responsible stockholders and to defraud loss-claimants and other policyholders. It is evident that the grand jury did not go deeply into this crime, or the "unloading" stockholders would have been summoned and some of them would have been indicted for a fraudulent transfer of stock.

A NEW COMPANY in England has been organized to insure against damages by kitchen-boiler explosion. Next we shall hear of the Kettle-boiling-over Assurance Corporation.

THE New England Insurance Exchange is said to be "as good as dead." How can that be if to be dead is not good? There is trouble in the Western Union, too, and in the S. E. T. A. and the P. I. U. Misery loves company.

TUBERCULOSIS—WOMEN.—At a meeting of Vermont life underwriters a physician said: "A question you ask in your applications is in regard to family history. I believe that instead of paying so strict attention to the father or mother, it should be known to you whether the person has been for five years preceding his application in a house where a case of tuberculosis was. Will any man explain to me why you decline women for life insurance? Or why, if you do take them, you charge them more than men? There are 13 per cent. more men die between 40 and 50 than women. Women are good risks. I could never tolerate the moral point you make against them."

INSURANCE AGENTS are only men, but I do mean to say that we can refrain from untruthfulness. Of course our company is the best. Let me illustrate. Take if you please the religious denominations. Their doctrines vary, minds differ. There is a diversity of belief but all working for one common interest. The two great political parties into which the voters of this beautiful country are divided are right on the lines of the constitution. Societies do not agree. One man said that he was glad that all men did not think alike, for if they did they would all want his wife. Now I am not so charitable that I can indorse the conduct and character of every life insurance agent, but I mean this: that instead of being enemies we should be willing to be rebuked in the spirit of kindness and realize that we are men and cannot afford to think that any one man is all wrong and we are all right. For instance, it seems to me that if we think that

an agent has made a mis-statement or a misrepresentation if we would go to him and say, "Look here, brother, didn't you 'kinder' get things twisted?" we would get the desired information, show that we wished to be friendly and help to promote the cause of truth. Oh that we could see ourselves as others see us.—O. L. Cowles.

Pacific Coast Chips.

—Additional chips on page 506.

—Redwood doors and shutters covered with sheet iron are said to be the best fire resistants.

—Rates on the new school-buildings in Salt Lake City have been reduced from 90 to 75 cents. The buildings are of a superior character.

—The daily newspapers announced the finding of Hillmon, the life insurance swindler, in Arizona, and next day they discovered that he was another man. This will give the country papers in the city and the city papers in the country a chance to abuse the life insurance companies.

—The Penn Mutual Life of Philadelphia was a subscriber to the Coast Review for years, and paid subscription bills regularly until the Coast Review criticised the management for refusing to pay a manifestly just claim which the courts subsequently compelled the Penn Mutual to pay. The great rebater continued to receive the Coast Review as delivered by the carrier in Philadelphia for nearly three years. On being pressed to pay the bill the Penn Mutual refused payment. We are not surprised. Nothing that the present management of that company may do will surprise us.

—The erstwhile Fraternal Life of San Francisco, formerly a Masonic insurance scheme, was unable to comply with the \$5,000 deposit law, and went to pieces. Some of the members were twisted into the Home Benefit, and about 100 maintained the organization after a fashion. Now an attempt is being made, for the sake of annual dues, to twist them into the Jewelers & Tradesmen's hat-passer of New York. A poor woman is nearly frantic over her inability to collect \$1,000 due her from the Fraternal Life. Of course the Masons who were responsible for the existence of the association will cheerfully go down into their pockets and pay this claim. The Jewelers & Tradesmen's is a miserable little humbug, without assets in excess of unpaid claims.

—We print an abridged index this month. See that it is bound, if you bind.

—Maj. Frank E. Hodgkin of Salem, Or., was married to Miss Adelaide C. Jennings, Nov. 11.

—C. A. Washburn, "resident agent" of the North British at Salt Lake City, has moved his office to Denver.

—Chas. H. Hero, proprietor of the Insurance Agent of New Orleans—an excellent paper—is visiting California.

—Assistant General Agent Fred Stolp of the National Life agency was married to Miss Addie Harlan of San Ramon on November 28.

—San Jose talks of increasing agents' license from \$5 to \$10 a quarter; and the P. I. U. threatens an increase in rates if San Jose is so naughty.

—Thomas B. Hardin has been appointed receiver of the defunct Farmers Ins. Co. of Seattle. The liabilities are reported to be \$150,000, and the assets—where are they?

—The fire insurance companies have been wrestling with another big and excessive smoke-damage claim. This time at Seattle, on the "Famous" store which sells clodings dot fid liag de baber on de vall. Original claim, \$45,000; accepted \$23,750. Actual loss —. Big ad.: Fire Sale! The Insurance Companies' Loss is (Y)our Gain!

—There have been numerous rumors industriously circulated in this city during the past month concerning changes in agencies and the appointment of new managers, etc., and among those which everybody "knew it all" as a sure thing was that Jas. D. Bailey had resigned as general agent of the Insurance Co. of North America, and that the Fire Association of Philadelphia was to join the Ins. Co. of North America under a new management. As such unfounded rumors have a tendency to more or less demoralize the organization of an office the Coast Review undertook to go to the bottom of the rumor, and when it got where the foundation should have been the bottom had "fallen out." In short, we asked the Ins. Co. of North America about the matter and here is what they said by wire: "We authorize you to say we do not contemplate any change in the management of our Pacific department." Why should they contemplate a change? Mr. Bailey has done well for the company since he took charge of its affairs and we imagine that the Ins. Co. of North America knows when well enough is good enough.

—The Coast Review is a law-full journal this month.

—Business is improving in Utah, especially mining risks.

—Williams & Chappell is the name of a new firm of locals at Fresno.

—The "fire-proof" court-house at Spokane has 200,000 feet of lumber in the roof.

—The new Stockton hospital has been insured for \$35,000, distributed around among the locals.

—The Travelers advertises "the most liberal and world-wide policy issued by any company."

—A San Francisco agency reports a loss on "hay in dwelling." Uninhabited dwelling, doubtless.

—An unusual number of marine disasters along the Pacific Coast are reported, with some \$150,000 losses.

—The basis rate for dwellings in San Francisco is 40 cents, in Oakland 50, and in Alameda 60. The Alamedans "kick."

—Fire Marshal Towe is of opinion that the Pine street, San Francisco, fire was started by a cross circuit of electricity.

—The lumber business is at a standstill in Washington. Across the line in British Columbia there are reports of renewed activity.

—A report from Denver, Colo., says that the chief of the fire department had a narrow escape from death or serious injury at a recent fire. A ten-gallon can of gasoline exploded in his face, and it was due to the fact that a powerful stream of water struck the can just as the can exploded that the chief and the firemen around him escaped serious injury.

—An Arizona Case.—The Phoenix Herald says: It is reported that a compromise has been made in the insurance case by Dr. C. W. Wright against insurance companies. Now that it is over a good clew is suggested by an officer working for the insurance companies. The block where the fire occurred at the time of the fire was occupied by Joe Goldbaum, Dr. Wright and Mr. Hewitt, the three being together, with Dr. Wright between. German, the California man arrested here for murder, was identified by Hewitt and brought to justice by Goldbaum. Now might not some friend of Germans have fired the Wright store in the hope of burning out Hewitt and Goldbaum?

—Manager Dornin of the National Fire visited New York and Hartford last month.

—Manager Craig of the New Zealand was a delegate to the Transmississippi congress in St. Louis.

—General Agent Sloan of the London Guarantee and Accident Co. has appointed Sears & Silva agents at Salt Lake City.

—Geo. Mel has been appointed general agent for this Coast of the Broadway Fire Insurance Company of New York. The Broadway has heretofore been represented in this field by Mr. Van Slyke of Mutual Fire fame.

—James N. Reynolds has resigned the Pacific Coast management of the Westchester Fire Ins. Co., to take effect December 31, this year. This was quite a surprise to the "street," inasmuch as Mr. R. has been so many years in the service of the company. He was for thirteen years associated with the company in its Western department at Chicago, and has been for the past five years the sole manager of its affairs on this Coast. No reasons are given for his retirement from the company's services. Mr. Reynolds will probably remain on the Coast.

—Dr. Ludewig, one of the managing directors of the Aachen & Munich Fire Insurance Company of Aix La Chapelle, Germany, and Mr. F. Schroeder, general manager of the Cologne Reinsurance Company of Cologne, have inspected the Coast business and looked after the different interests they have at stake in this vicinity. Both gentlemen seem to be extremely pleased with our Slope and the wonderful possibilities of the different sections of California, Oregon and Washington. They feel convinced that a revival of business can only be the natural sequence of so much inherent wealth and fertility. It is understood that the Aachen & Munich, under the management of Voss, Conrad & Co., will hereafter inaugurate a more aggressive policy and extend its writings to a majority of the Pacific Coast states. We hear that the company has decided to comply with the deposit laws of the United States, and that Dr. Ludewig will make all necessary preparatory steps in the East before his departure for the old country. The visit of these gentlemen has been the cause of pleasant gatherings with the prominent underwriters of this Slope, and it seems that the geniality of these German gentlemen has fairly captured the shining lights of our "insurance contingent."

—The P. I. U. refused to admit the Broadway.

—The Midwinter Fair buildings have all been torn down—without fire or fatality.

—The weather signals at the Coast Review mast-head indicate a shower of calendars and blotters within the next few days.

—The Bankers Life Association of Des Moines reports for November 1, \$1,524,582 assets, a gain of \$262,000 in twelve months; surplus, \$380,466, a gain of \$78,000.

—Frank Devlin, manager of the Atlas, inspected his agencies in Colorado, Wyoming and New Mexico during the past six weeks. Mr. Devlin reports an improvement in business in that district, especially in Colorado.

—Clarence F. Briggs, superintendent of agencies on the Pacific Coast for the Standard Life & Accident Ins. Co. of Detroit, Mich., with headquarters at Portland, Oregon, is in California, looking after good men to represent his good company.

—R. T. Franks, life agent at Reno, Nev., is accused by three policyholders of illegally receiving several hundred dollars from them on renewals. Franks is now under arrest. It transpires that he has a bad record as a drug clerk in Fresno and San Francisco.

—A Big Employers' Liability Transaction. Last week the insurances on the Boston and Montana company's properties in Montana were renewed in the Employers' Liability Assurance Corporation, represented by Okell, Donnell & Co. It is one of the biggest transactions of its kind. The premium was \$30,000. L. B. Edwards, special agent, had the placing of this risk.

—The firm of Allen & Pratt, managers for the Pacific Coast of the Provident Savings Life of New York, has been dissolved, Allen retiring. Under new contract Geo. C. Pratt has been appointed manager of this department of the company. Mr. Pratt has shown himself to be a capable and energetic life underwriter and the Provident Savings may expect good results from this end of the line. I. P. Allen's fondness for cheap assessment insurance made it impossible for him to be of any benefit to a responsible company, hence the "separation." Mr. Allen has returned to his first love: manipulating memberships of decaying assessment concerns to the advantage of Allen and the death of the poor "sucker" who likes to be "manipulated" because it is cheap.

—The Mountain Field Club is in session in Denver.

—The American Surety Company of New York has appointed as agents: Foster & Gwyn, San Diego, and H. R. Hanna & Co., Los Angeles.

—H. R. Burke, special with Royal and Norwich Union, has been transferred from the Pacific Northwest to southern California, with headquarters at Los Angeles.

—Look at our "new feature," the San Francisco Insurance Directory. It will doubtless be very serviceable for reference purposes. Is your address correct—name and telephone number?

—The Los Angeles Insurance Union is now organized, with the following officers: president, Wm. Mead; vice-president, W. B. Brodrick; secretary, R. B. Stephens. Rates are being reduced in the better-protected districts of Los Angeles.

—From Los Angeles comes an inquiry as to the Home Benefit: "Is the state deposit sufficient to pay state claims?" No indeed! There is \$5,000 deposited with the state treasurer. The claims against this little "security" required by legislative wisdom will aggregate \$100,000. The Home Benefit furnished "cheap" insurance.

—J. D. Maxwell has accepted the city agency of the Royal and Norwich Union. Maxwell's agency is as follows: General agent for the New York Plate Glass, Firemens Ins. Co. of New Jersey, and London Guarantee and Accident Co. City agent, Continental, Firemens, N. J., Milwaukee Mechanics, Royal and the Norwich Union.

—D. A. Spencer, of Seattle, Washington, has been appointed manager of the Pacific department of the "old" Westchester Fire Ins. Co. of New York, vice J. N. Reynolds, resigned. Mr. Spencer will make his headquarters in this city and will take charge on January 1, '95. The new manager of the Westchester was formerly a resident of this city, and at one time in the service of the P. I. U. For the past six years he has been located at Seattle, where he organized and was secretary of the Home Insurance Co. of Seattle. He was the Home's secretary and manager up to the date of its reinsurance by the Westchester, some two years ago. Since that date he has been local manager at Seattle for the Westchester and agent for other companies.

—A patent heater in the bath-room caused a \$14,000 fire in Los Angeles.

—The grand jury has the State Investment swindle under consideration.

—O. H. Bulkley has been appointed agent of the Union Central Life for Oregon.

—General Agent Walter Speyer of the North German has been visiting the Pacific Northwest.

—The State Ins. Co. of Salem, Or., has been sued by Caroline Brokein for \$700 loss under policy on her house.

—Did you receive the Coast Review mutual fire extra? If it will be of service to you, send a 2-cent stamp for several copies.

—We have one "straw" less. A correspondent writes us that the Coast Review erred last month in stating that a Pomona lodge of the A. O. U. W. had surrendered its charter. The "ancient" order is in trouble, but the motto of the Pomona members is "Ad astra per aspera."

—In McKenzie v. Scottish Union for \$10,000 on a Fresno county saw-mill the jury returned a verdict for plaintiff, and the case has been appealed to the supreme court. The policy contained a watchman clause. The man in charge slept 150 yards away. Defendant very properly contended that there was no watchman on the premises, as required by the policy.

—To Delinquents.—Two bills have been sent to every delinquent subscriber. It will not do to say the bill was never sent or never received. The delinquent subscriber is at fault. This is the reason he has received a dun from a collection agency. It is useless to deny liability, for that is established by taking the book out of the postoffice, not once or twice, but regularly.

—There is strong probability that a trolley line will soon be strung along Kearny street. There is already an electric street car line on Third street, which is an extension of Kearny. The fire hazard of Kearny street property would be increased by the trolley-wire. The street is narrow, and the wire, aside from the electric hazard, would interfere with the workings of the fire department. Some action by the Pacific Insurance Union might be timely.—Since the foregoing was in type the supervisors have granted the privilege to run electric cars on Kearny street.

San Francisco Insurance Directory.

| Directory of San Francisco Fire and Marine Insurance Agencies. | | | Tele- phone | General Agents and Companies. | Address. |
|--|---|------------|----------------|--|------------|
| Tele- phone | General Agents and Companies. | Address. | | | |
| | | | 1991 | DUTTON, WM. J. Ins. Co. State of Penn., Phila. Rhode Island Underwriters Union, Phila. | 401 Calif. |
| 5107 | BAILEY, JAS. D. Ins. Co. North America | 412 Calif. | 5585 | DU VAL, W. S. Continental, New York | 321 Pine |
| 201 | BALFOUR, GUTHRIE & CO. (Geo. W. Spencer, Manager) American, N. J. Manchester, Eng. Caledonian, Edinburgh | 323 Calif. | 1991 | FIREMAN'S FUND INS. Co. | 401 Calif. |
| 334 | BALFOUR, GUTHRIE & CO. . (A. H. Small, Manager) British & Foreign Marine Yangtze, Shanghai | 316 Calif. | 5597 | GASKILL, V. W. United States, New York | 313 Calif. |
| 354 | BELDEN & COFRAN Hartford Fire | 313 Calif. | 1632 | GRANT, GEO. London Assurance, London Northern Assurance, London | 501 Montg |
| 272 | BERTHEAU, CESAR Germania, N. Y. Hanover, N. Y. United Firemens, Phila. Firemens, Md. | 210 Sans. | 71 | GRANT, TOM C. North British & Mercantile | 212 Pine |
| 427 | BOARDMAN, GEO. C. Ætna, Hartford | 514 Calif. | 288 | GUTTE & FRANK Magdeburg, Germany Wilhelma, Germany National Marine, London Federal Marine, Switzerland Associated Assurance Co's | 303 Calif. |
| | BRADFORD, JOHN D. Fire Association, Phila. | 308 Pine | 433 | GURREY, A. R. American, N. Y. British America Western, Toronto | 423 Calif. |
| 1842 | BROWN, CRAIG & CO. Phenix, Brooklyn American, Phila. Pennsylvania, Phila. Svea, Sweden Greenwich, New York | 407 Montg | 38 | HARRISON, WM. GREER . . Thames & Mersey Marine | 305 Calif. |
| 684 | BUTLER & HALDAN Phenix, London Providence-Washington, R. I. | 413 Calif. | 666 | HAVEN, CHAS. D. Liverpool & London & Globe | 422 Calif. |
| 1466 | CALLINGHAM, W. J. Scottish Union, Edinburgh Orient, Hartford | 420 Calif. | 1184 | HEROLD, JR., RUDOLPH . . Hamburg-Bremen Niagara, N. Y. | 415 Calif. |
| 680 | CATTON, BELL & CO. Union, London | 406 Calif. | 1086 | HOME MUTUAL INS. CO. . . | 318 Calif. |
| 195 | CHRISTENSEN, CHAS. American-Central, St. Louis Delaware, Phila. Pacific, New York | 317 Calif. | 128 | JACOBY, FRANZ Prussian National | 216 Sans. |
| 321 | CRAIG, HUGH New Zealand, Auckland | 312 Calif. | 208 | JAMES, N. T. Alliance, London | 416 Calif. |
| 1886 | DEVLIN, FRANK J. Atlas, London | 309 Sans. | 396 | LATON, CHAS. A. Palatine, Eng. | 439 Calif. |
| 698 | DICKSON, ROBT. Connecticut, Hartford Queen, New York Royal Exchange, London | 409 Montg | 746 | MACDONALD, WM. London & Lancashire, Eng. | 315 Montg |
| 822 | DORNIN, GEO. D. National, Hartford | 401 Calif. | 1034 | MAGILL, A. E. Home, N. Y. Phenix, Hartford | 325 Calif. |
| | DRIFFIELD, V. C. Transatlantic, Hamburg | 213 Sans. | 169 | MANN & WILSON Lancashire, Eng. Agricultural, N. Y. Girard, Phila. Teutonia, New Orleans St. Paul La Fonciere Marine L'Universo Marine | 322 Calif. |
| 5836 | DUGAN, A. G. Springfield, Mass. | 215 Sans. | 538 | MAXWELL, J. D. Firemens, N. J. | 421 Calif. |
| | | | 1554 | MULLINS, C. F. Commercial Union, Eng. | 301 Calif |

San Francisco Insurance Directory.

| Tele- phone | General Agents and Companies. | Address | Tele- phone | General Agents and Companies. | Address. |
|----------------|--|------------|----------------|---|--------------|
| 1886 | NEWHALL & CO., H. M. National, Ireland Ocean Marine | 309 Sans. | 1666 | GRAY, JOHN H. Washington Life, N. Y. | 332 Montg |
| 1015 | OKELL, DONNELL & CO. Patriotic, Dublin | 411 Calif. | | HARMON, JR., A. K. P. Connecticut Mutual Life Hartford | Mills Bldg |
| 5136 | POTTER, ED. E. Franklin, Phila. Williamsburg City, N. Y. | 508 Calif. | 1609 | HASKELL, W. W. Travelers, Hartford | 214 Montg |
| | SPEYER, WALTER North German, Germany | 225 Sans. | 1696 | HAWES, ALEX. G. New York Life, N. Y. | Mills Bldg |
| 5810 | SYZ, H. W. Helvetia Swiss Baloise, Switzerland | 410 Calif. | | HOUGHTON, H. B. Ætna Life (& accident) Conn. | 212 Sans. |
| 5167 | SUN INS. CO., San Francisco | 428 Calif. | | LANDERS, JOHN, Manhattan Life, N. Y. | 240 Montg |
| 5359 | TYSON, GEO. H. German-American, N. Y. | 435 Calif. | | LEAVITT, W. C. Union Mutual Life, Me. | 419 Calif. |
| 5577 | VOSS, CONRAD & CO. Aachen & Munich, Germany Traders, Ill. Glens Falls, N. Y. Merchants, N. J. Frankfurt Marine Bavarian Lloyd Marine | 204 Sans. | 169 | MANN & WILSON Hartford Steam Boiler Metropolitan Plate Glass, | 322 Calif. |
| 5414 | WARREN & LANKTREE Milwaukee Mechanics, Wis. | 410 Calif. | 538 | MAXWELL, J. D. London Guarantee & Accident New York Plate Glass | 421 Calif. |
| 113 | WATT, ROLLA V. Royal, Liverpool Norwich Union, Eng. | 500 Montg | | MUNSELL, JR., JAS. Mutual Benefit Life, N. J. | 415 Montg |
| | | | 1015 | OKELL, DONNELL & CO. Employers' Liability, London | 411 Calif. |
| | | | 750 | PACIFIC MUTUAL LIFE, S. F. | 508 Montg |
| | | | 621 | PACIFIC SURETY CO., S. F. | 308 Sans. |
| | | | 699 | PARDEE, S. C. Fidelity and Casualty, N. Y. | 219 Sans. |
| | | | | PARKER, C. T. M. Massachusetts Mutual Life | 214 Pine |
| | | | | PRATT, GEO. C. Provident Savings, N. Y. | 405 Montg |
| | | | 970 | RIPLEY, GEO. H. Equitable Life, N. Y. | Crock'r Bldg |
| | | | 5161 | SMITH, CLARENCE M. Northwestern Mut., Milwaukee | Phelan Bldg |
| | | | 1739 | STOLP, G. M. National Life, Vt. | Crock'r Bldg |
| | | | | THORN, JR., CHAS. National Accident, N. Y. | Mills Bldg |
| | | | | UNITED STATES MUT. ACCL. | 401 Calif. |
| | | | 5577 | VOSS, CONRAD & CO. Frankfort Acci. & Plate Glass | 204 Sans. |

San Francisco Life, Accident and Miscellaneous Agencies.

| Tele- phone | General Agents and Companies. | Address. |
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| | AMERICAN SURETY Co., N.Y. | 331 Pine |
| | ARCHIBALD, F. A. Union Central Life, Cincinnati | 303 Calif. |
| 195 | CRISTENSEN, CHAS. Lloyds Plate Glass, N. Y. | 317 Calif. |
| 5244 | DUNPHY, W. H. Home Life, N. Y. | Flood Bldg |
| 1703 | FIELD, H. K. New England Mutual Life | Mills Bldg |
| 1376 | FORBES, A. B. Mutual Life, N. Y. | Mutual Life Bldg |
| | FOWLER, E. S. Preferred Accident, N. Y. | Mills Bldg |

—A California jury says a watchman asleep half a block away is a watchman on the premises. But California has no monopoly of dampfools.

—Wm. J. Dutton, vice-president of the Fireman's Fund Ins. Co., has been appointed to look after the affairs of the Union Ins. Co. of Philadelphia, on this Coast.

—Our Animal Friends for October is a specially good number. Send a dime to New York for it, and interest yourself in the humane treatment of birds and beasts, and in their peculiar habits, their marvelous instincts, as narrated in this monthly.

Fire Protection Notes.

—Alameda, Cal., now has 210 fire hydrants, a gain of 100 in a year.

—The new reservoir at Paso Robles, Cal., is 100x70 feet and holds a million gallons.

—Last year San Francisco added eleven new pieces of apparatus to its fire department, and this year six.

—Monterey, Cal., has improved water protection. Nozzle pressure—two lengths of hose and one-inch nozzle—is 60 pounds now, against 20 formerly.

—At Spokane, Wash., the springs at the new waterworks are under control. For a time they were threatening. The coffer-dam has been completed.

—Marshfield, Or., talks of building a large reservoir on the hill back of town. The present fire protection is deficient, and rates are accordingly high.

—The Great Falls, Mass., water company will add two reservoirs, and insurance rates will be reduced 10 per cent. on all property protected by the new hydrants.

—In order to paint and improve the fire apparatus the Fresno, Cal., fire trustees have cut the salaries of the firemen one-half, temporarily. There is "a kick coming."

—Manager Laton of the Palatine, and of the fire patrol, says San Francisco's fire department is one of the best equipped and most efficient fire departments in the United States.

—Los Angeles, Cal., firemen are paid as follows: chief, \$175 per month; assistant chief, \$125; engineer of steamers, \$110; captain of chemicals, \$85; drivers, \$80; permanent men, \$70; foremen, \$30; call men, \$25.

—The Carson, Nev., water company is building a storage reservoir which will hold 1,000,000 gallons.

—The salaries of the Seattle fire department have been cut 30 per cent. A general inspection of hotel and lodging-houses has been ordered.

—Owing to the number of incendiary fires in Red Bluff, Cal., the authorities offer a standing reward for the arrest and conviction of incendiaries. We commend the example of the Red Bluff people to other town trustees. It is a good "bluff."

—According to a Denver paper the assistant chief of the fire department visited all the firemen and made every man swear, "with uplifted hand," that he would support the Populist ticket "from top to bottom." Politics in fire departments is a damnable offense against public safety. The underwriters should damn it with the dam of increased rates. Seventy firemen have recently been dismissed from the Denver department, there being no funds to pay their salaries, it is alleged.

A CARD

TO THE INSURANCE MEN OF THE PACIFIC COAST.
SAN FRANCISCO, Nov. 20, 1891.

Editor The Coast Review:

Dear Sir:—

Not knowing the names of all the kind insurance friends who voluntarily and so liberally aided me during the sickness of my late husband, Frank H. Swett, I wish to thank them one and all for their thoughtfulness. Their assistance came in the hour of need, and was indeed acceptable. I am very grateful to them each and all, and hope they may never be placed in similar trying circumstances. If they should at any time be thus afflicted may they have bestowed upon them such kindness as was shown me; then they will better appreciate my feelings.

Respectfully,

MRS. EMMA R. SWETT.

CITY AGENT WANTED.

In a leading Fire Insurance Office in San Francisco, a gentleman of insurance experience and city business connections to act as City Agent. Apply by letter, giving particulars. Communications confidential. Address

"GENERAL AGENT,"
Care of the Coast Review.

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THE policyholder is the best judge of the value of his property.

STATISTICS in Ohio and Wisconsin prove that valued policy laws have increased the fire losses.

DISHONEST MEN will overinsure their houses and stores, and be criminally careless, when valued policy laws make the insurance companies pay the face of the policy.

THERE are too many incendiary fires. Juries and newspapers are partly responsible, in-so-far as they lead dishonest men to believe that the incendiary can collect his claim from the insurance companies.

BLACKSMITH SHOPS, according to the Chronicle Fire Tables, burned in greater number in California in 1893 than in any other state except in New York. Twenty-three burned in this state last year. Other risks which burned freely in California last year are: Barber shops, barns, boarding-houses, retail boot and shoe-stores, box factories, unclassified buildings, butcher shops, carpenter-shops, retail clothing stores, country stores (the largest number), retail drug-stores, dwellings, flour-mills, machine-shops, furniture stores, grain and hay,

halls, hotels, liquor stores, livery stables, millinery stores, school-houses, tobacco factories, warehouses.

RECENT EXPERIMENTS demonstrate the fact that the incandescent electric lamp, so generally used in show windows, will sometimes set fire to inflammable materials, such as paper, laces, draperies, etc. Recently one of these lamps exploded, and sparks were emitted. Escaping gas has been ignited by the incandescent lamp.

"WHO PAYS the freight?" Who foots the bill when blackmailing newspaper talk and foolish clamor and boycotting threats induce the insurance companies to pay more than the actual loss? We answer, The Public. Insurance rates are based on the loss outgo; and overpayments to the dishonest insured make more fires and increase rates. Valued policy laws make more fires.

Algy's Presence of Mind.—"How did Algy get so frightfully burned?" "He was warned before a grate just after a bath when his clothes caught fire." "Didn't he jump back into the bath-tub?" "No. He ran out on the fire-escape."—Life.

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OF LIVERPOOL, ENGLAND.

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NORWICH UNION

Fire Insurance Society

OF NORWICH, ENGLAND,

ASSETS, - \$6,000,000. * LOSSES PAID, - \$44,000,000

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